

1/80

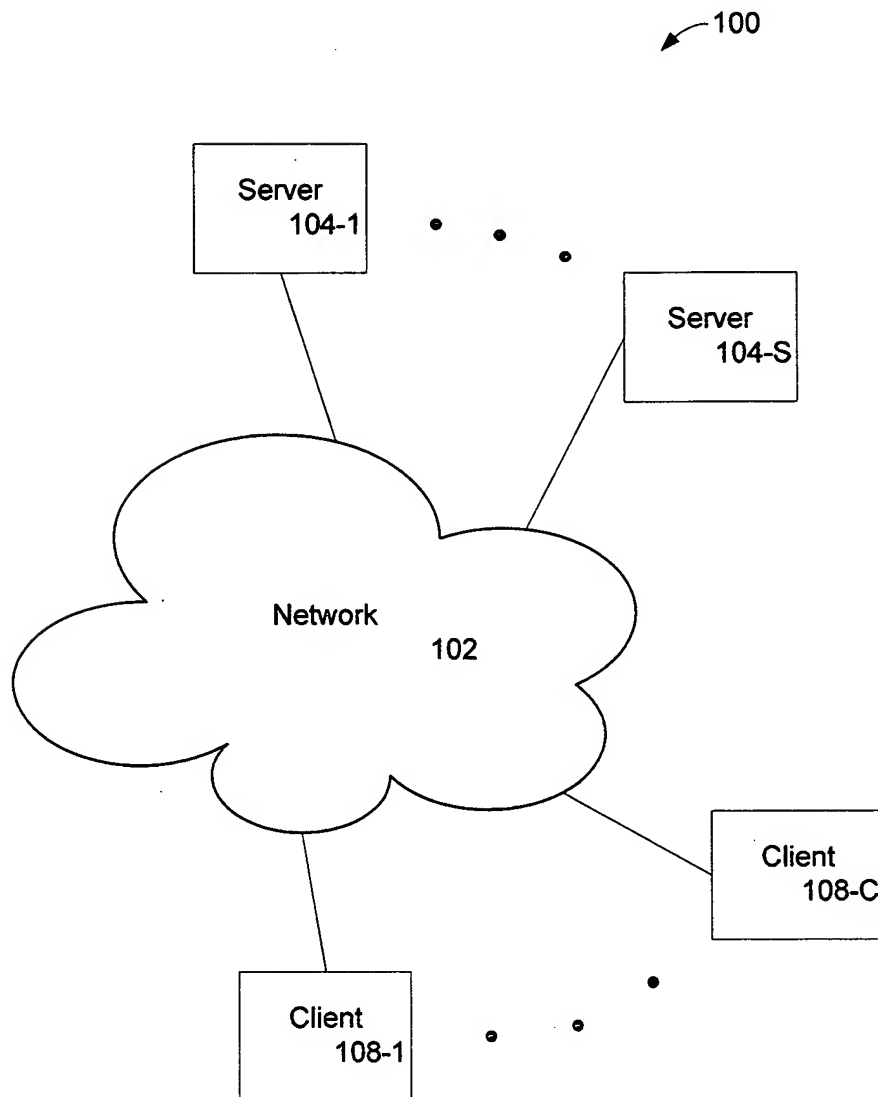


FIG. 1

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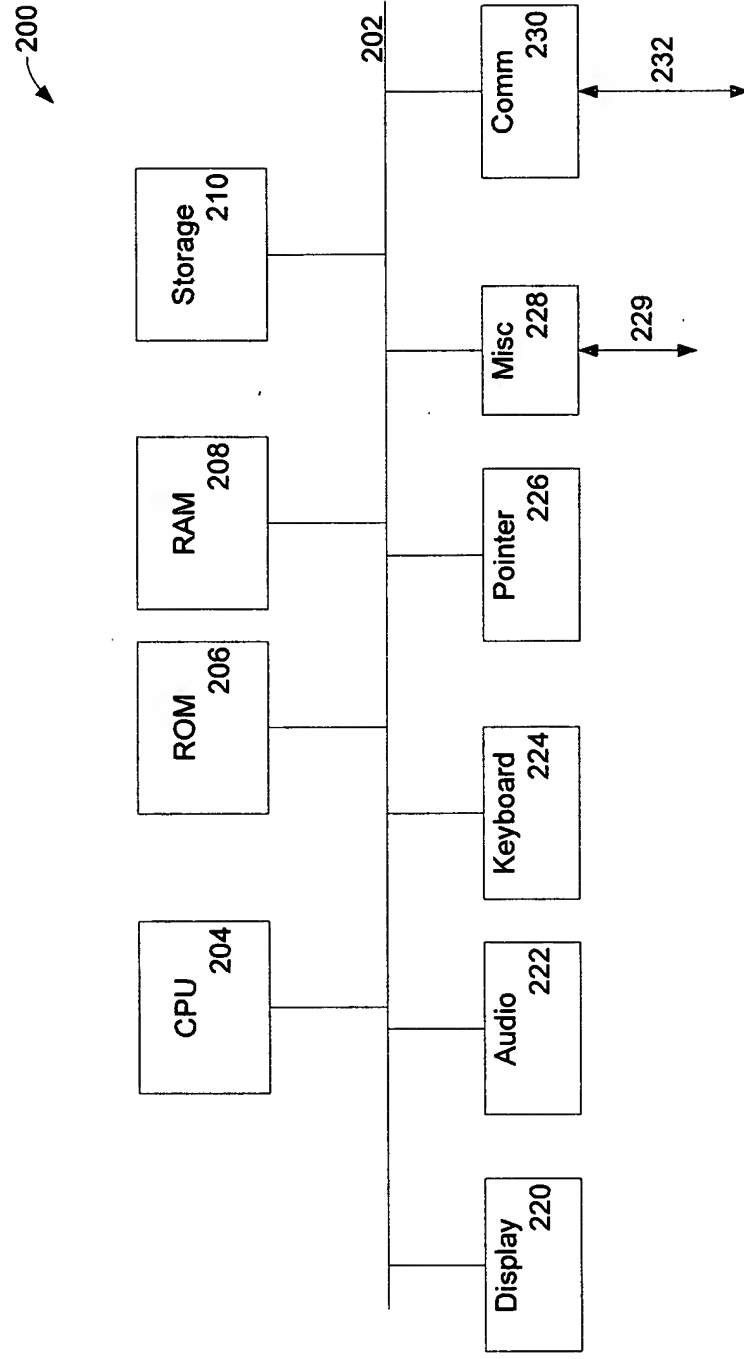


FIG. 2

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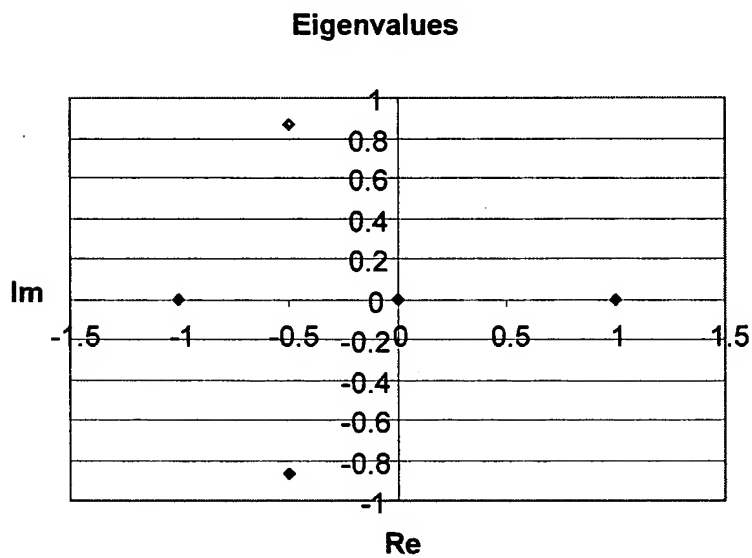


FIG. 3

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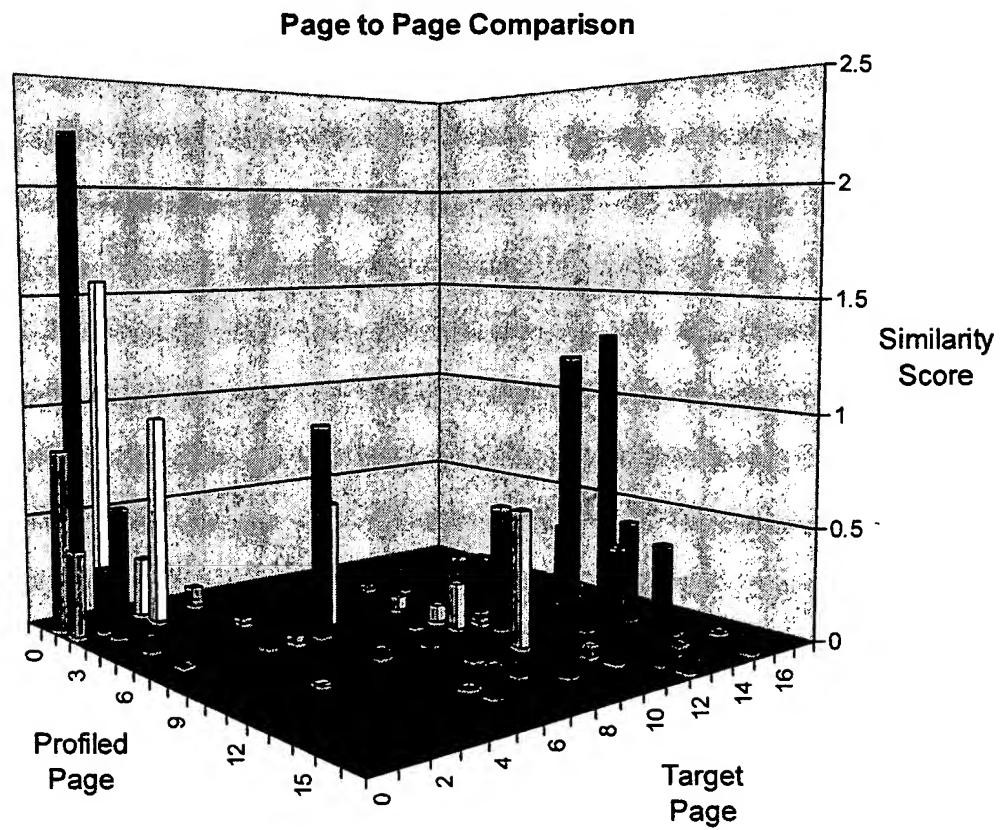


FIG. 4

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- Target clause:
  - This Materials and/or Equipment Contract is effective on the 22nd day of January 2003 ("Effective Date") between Conoco Inc., formerly Continental Oil Company, a corporation organized and existing under the laws of the state of Delaware (hereinafter "Company") and Advanced Tire Products Inc., a corporation organized and existing under the laws of the state of Nevada (hereinafter "Supplier").

*Effective date*

*Supplier*

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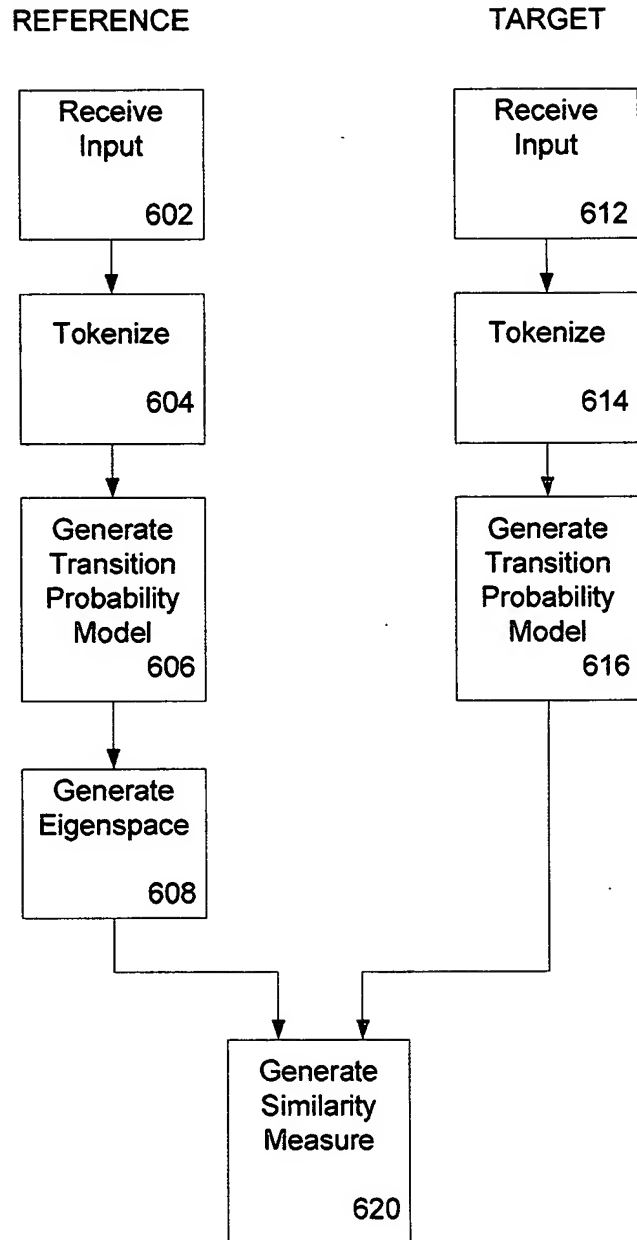


FIG. 6

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# Search I – Build binary tree

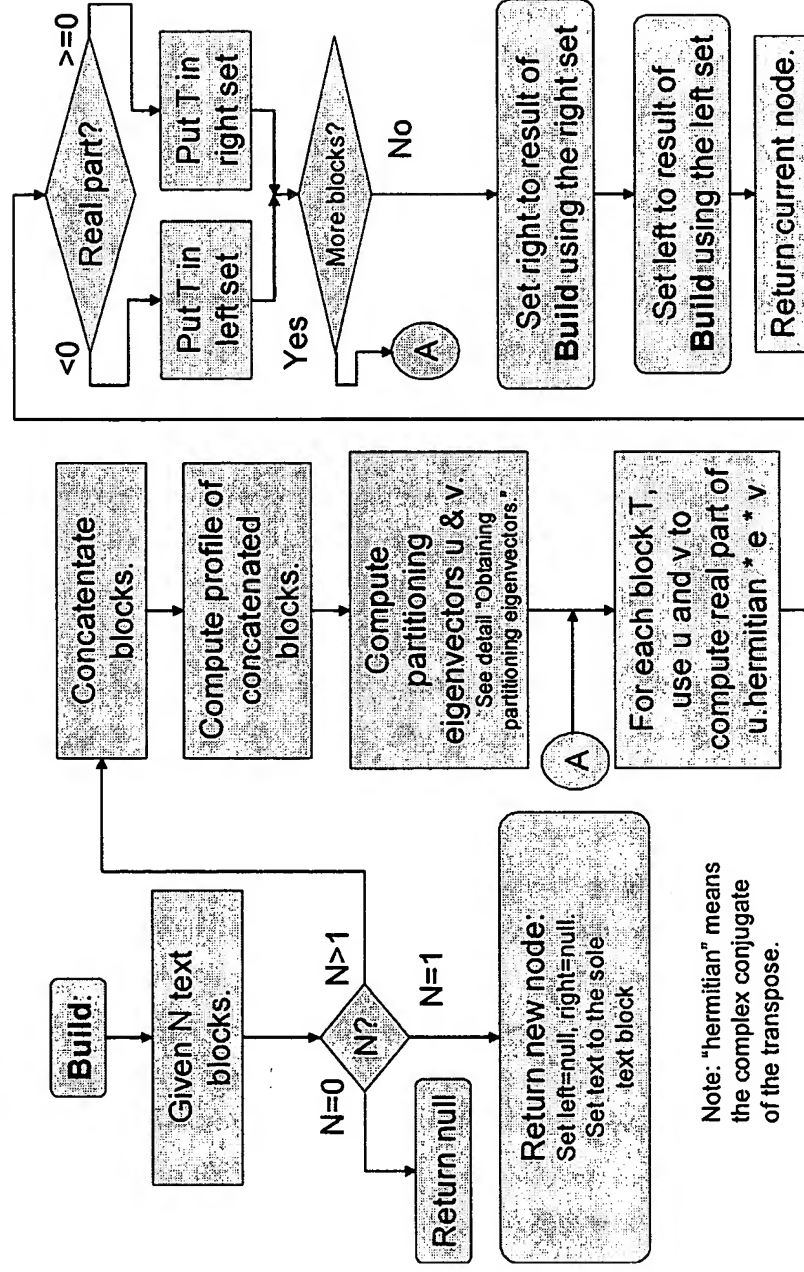


FIG. 7

# Obtain partitioning eigenvectors

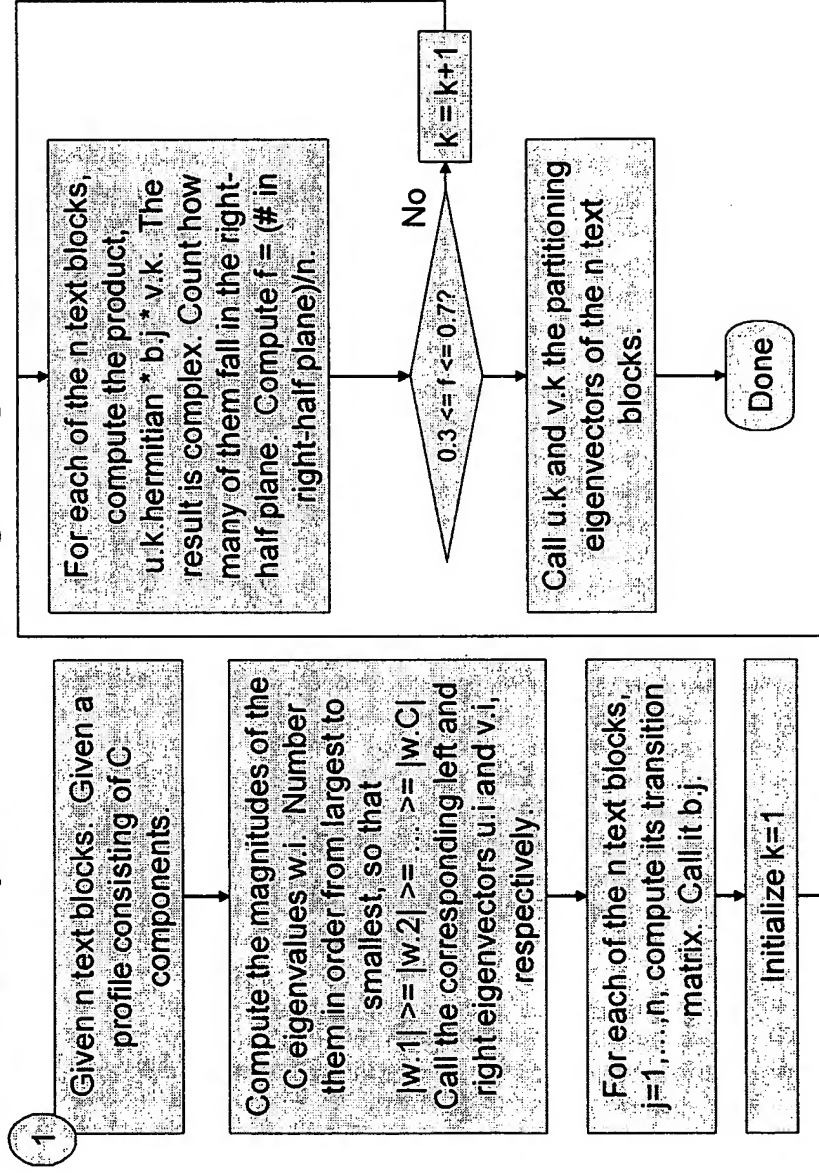


FIG. 8



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# Search I – Use binary tree

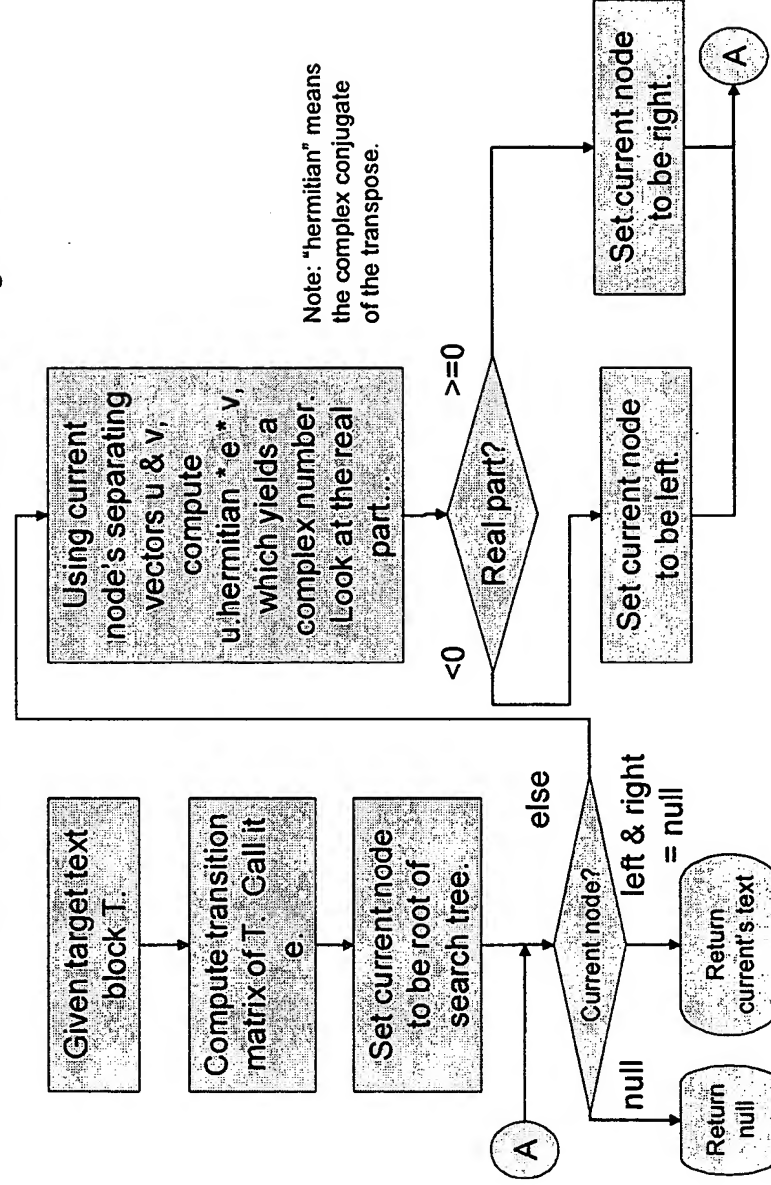


FIG. 9

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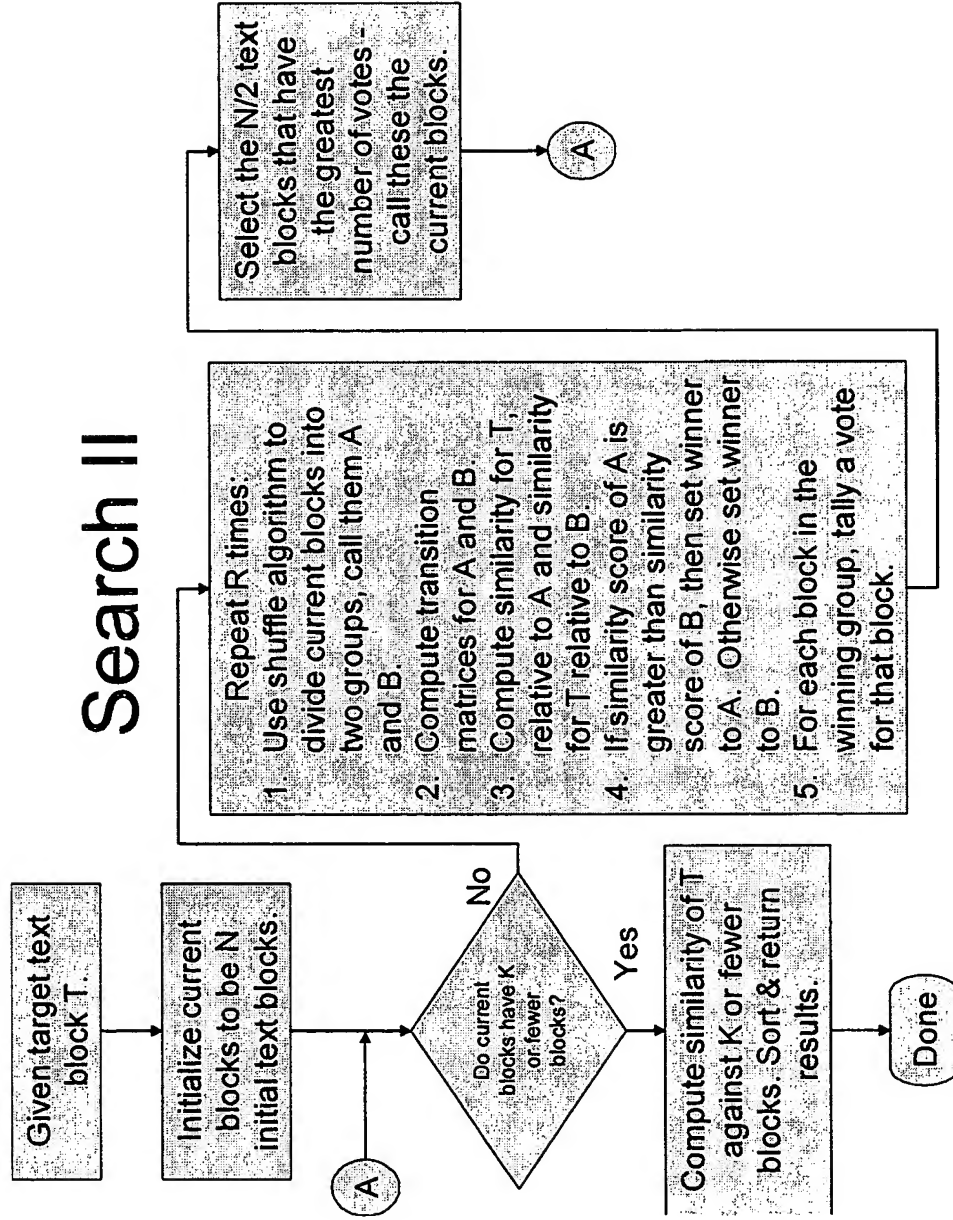
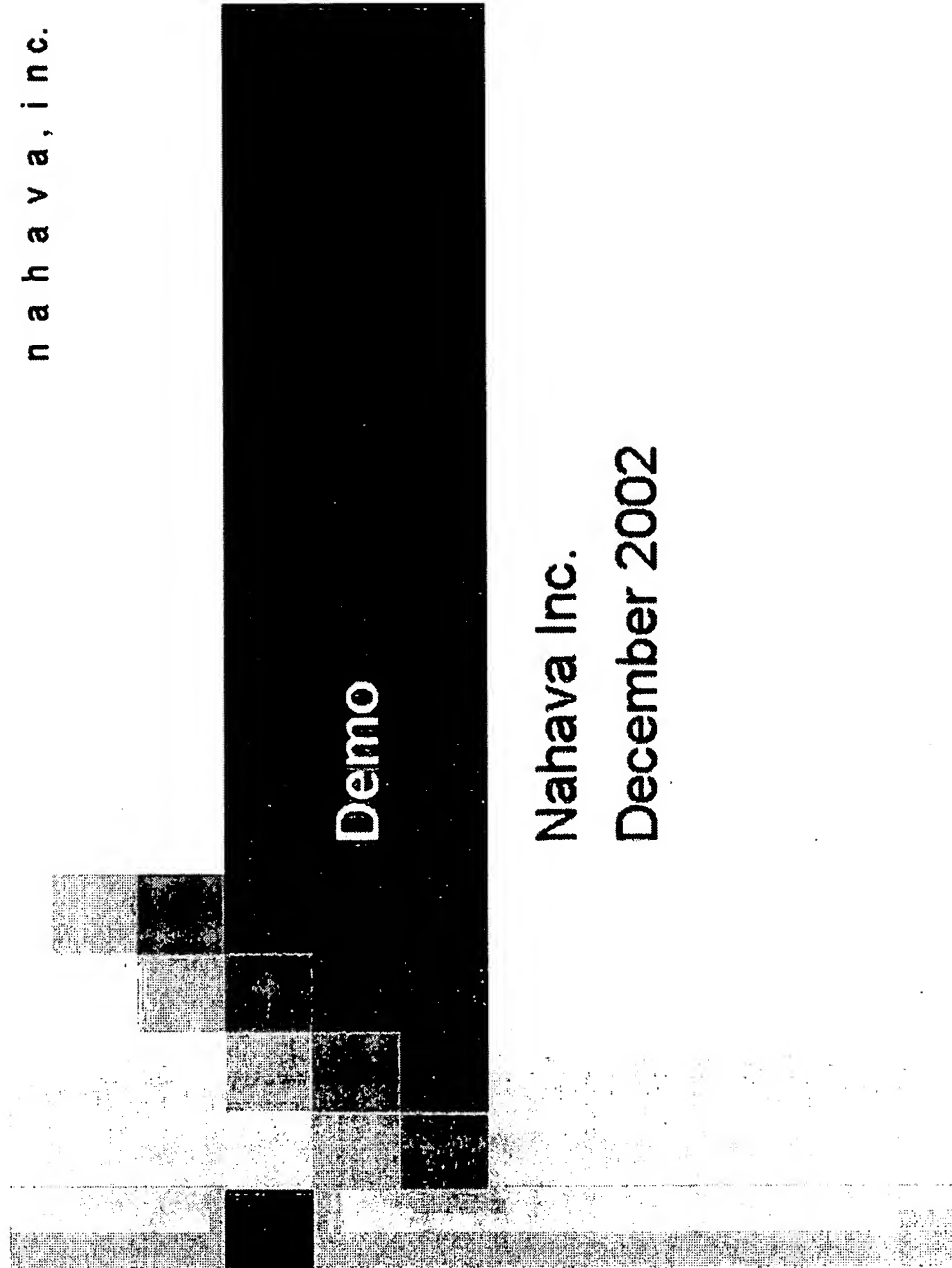


FIG. 10

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n a h a v a , i n c .



Nahava Inc.  
December 2002

FIG. 11

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## Overview

- Importing contracts into a contract management system encourages adoption.



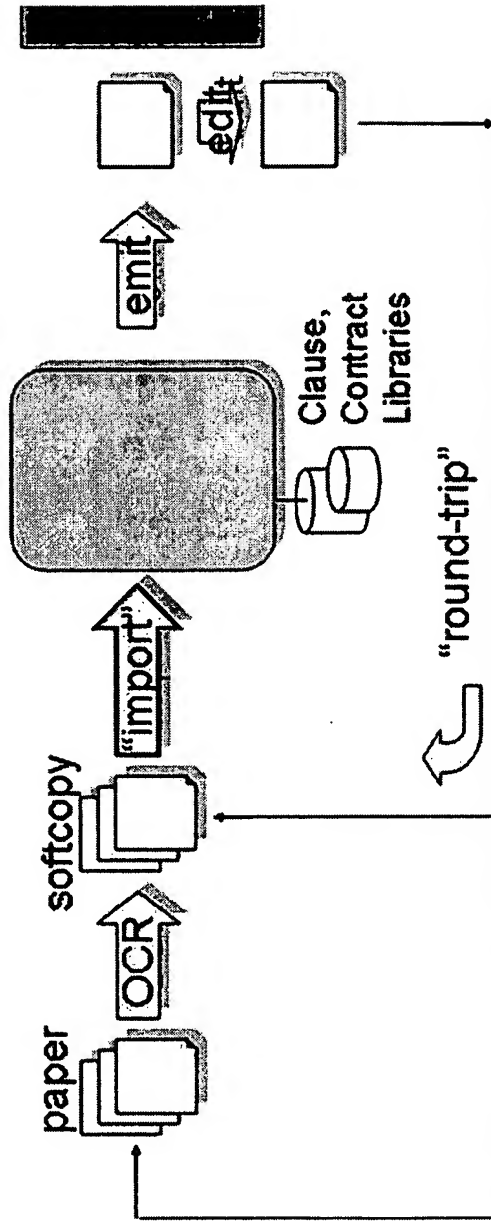
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Contractdemo-prov.ppt

FIG. 12

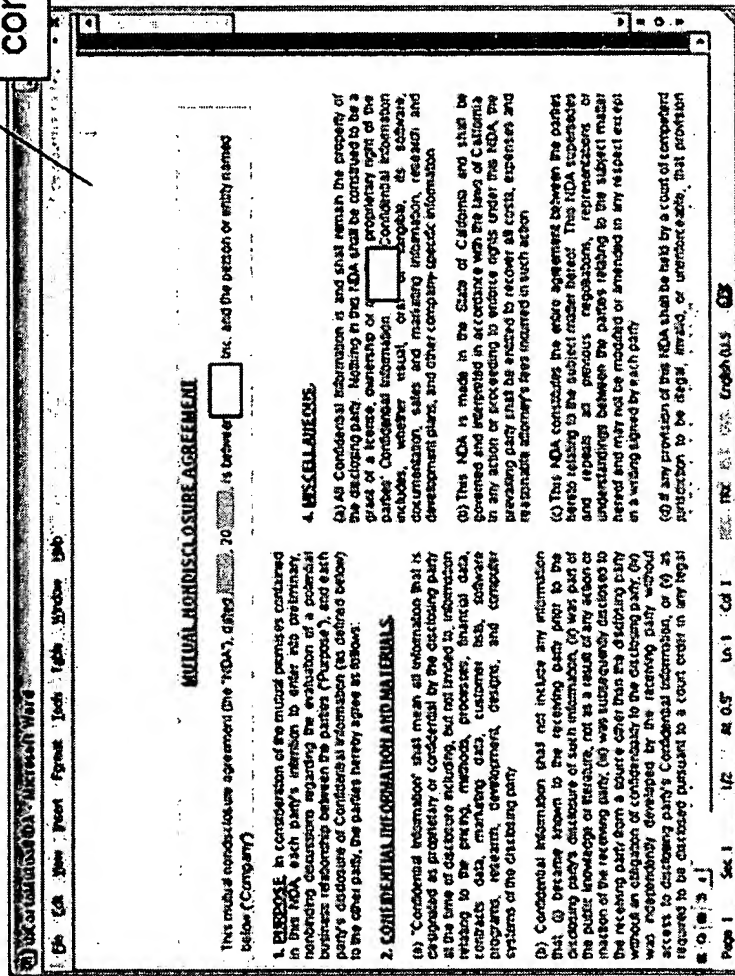
## Contract flow

- Our discussion focuses on the "import" step...



# Sample contract

**"target"  
contract**



nahava, inc.

**Contractdemo-prov.ppt**

FIG. 14

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## Problems with current approaches

- Compare tools are fragile
  - Small changes can cause comparisons to fail
  - Disparate documents don't compare at all
- Manual processing is expensive

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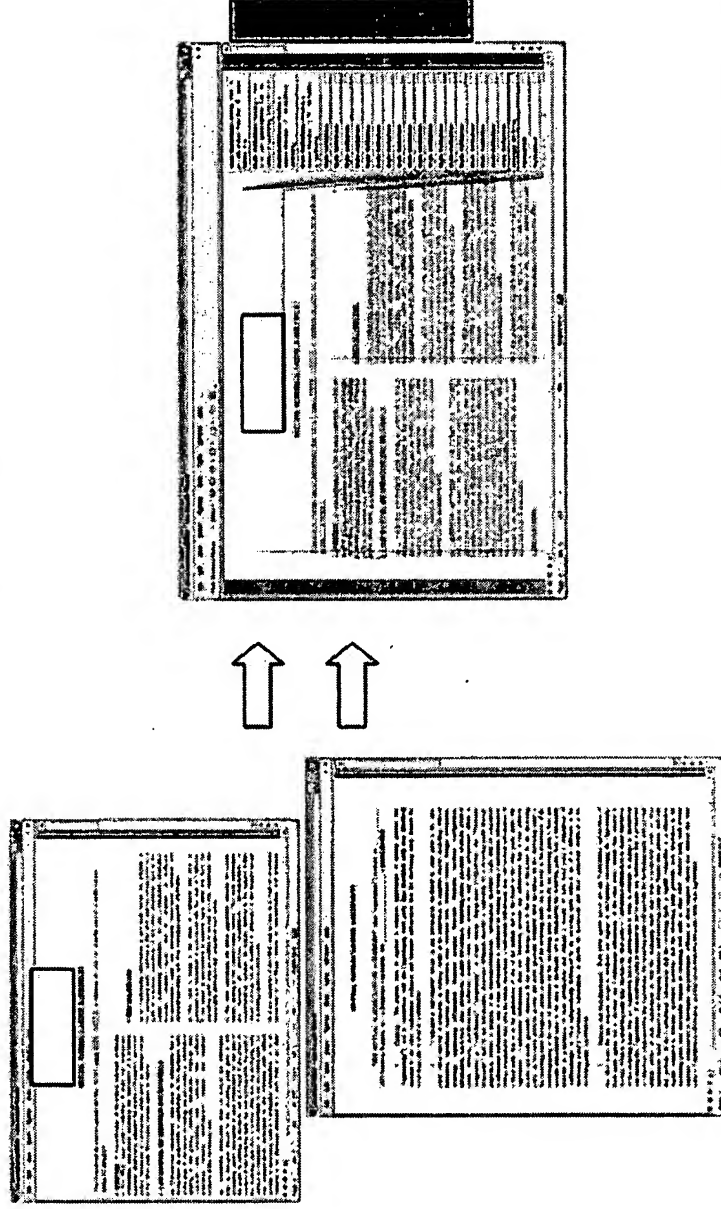
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Contractdemo-prov.ppt

FIG. 15

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## Conventional comparison is fragile



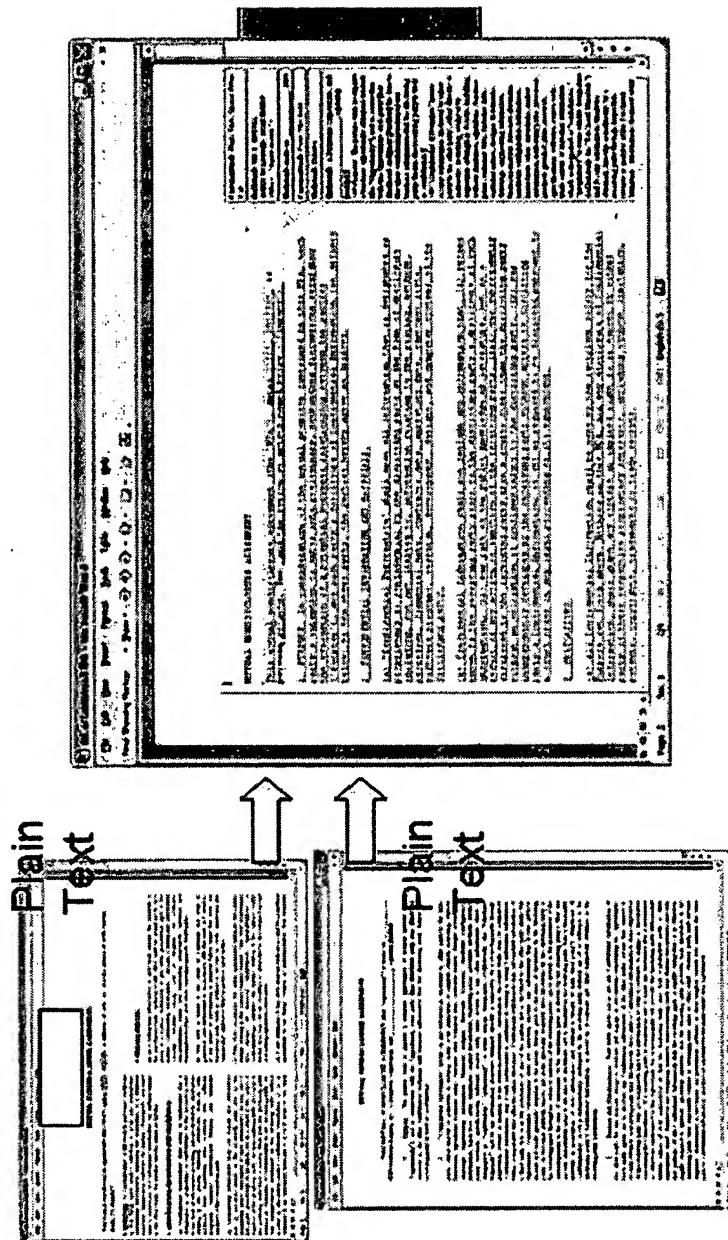
Contractdemo-prov.ppt

n a h a v a , i n c .

FIG. 16



## Plain text comparison doesn't help

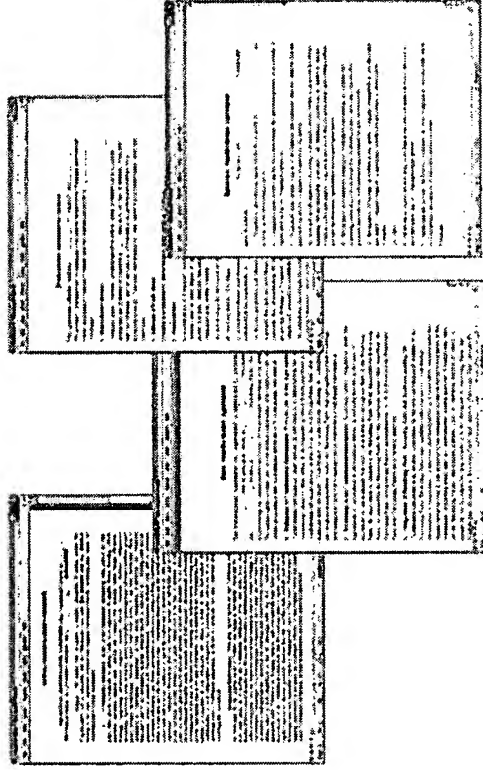


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## Nahava Solution

### ■ Automate processing based on libraries

- ☐ Build a contract library
- ☐ Build a detailed clause library
- ☐ Train the recognizer engine on the libraries



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Contractdemo-prov.ppt

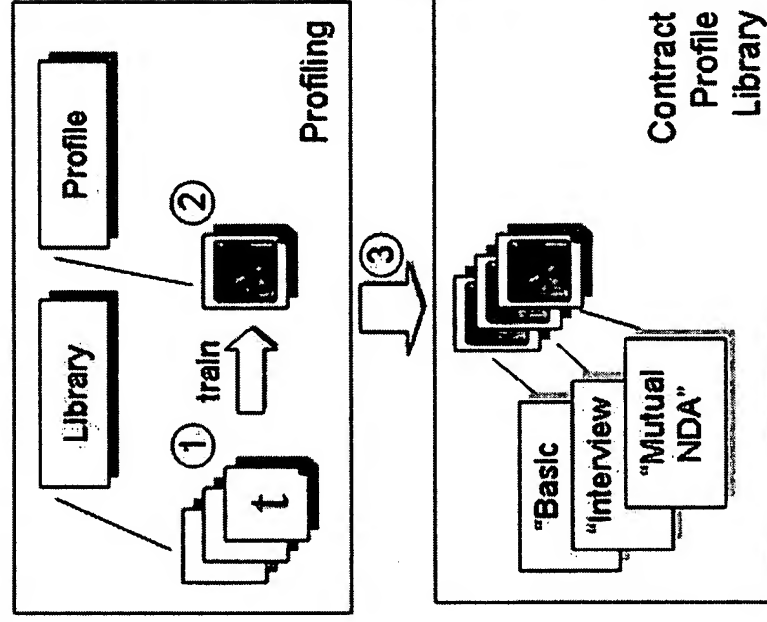
FIG. 18

FIG. 19

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## Generate Profiles

1. Generate profiles using training set drawn from the contract library.
2. Profiles will be used to recognize an incoming contract.



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Contractdemo-prov ppt

FIG. 20

# Clause library

**Purpose.** The parties wish to explore a business opportunity of mutual interest (the "Opportunity"), and in connection with the Opportunity,

**Confidential Information** means

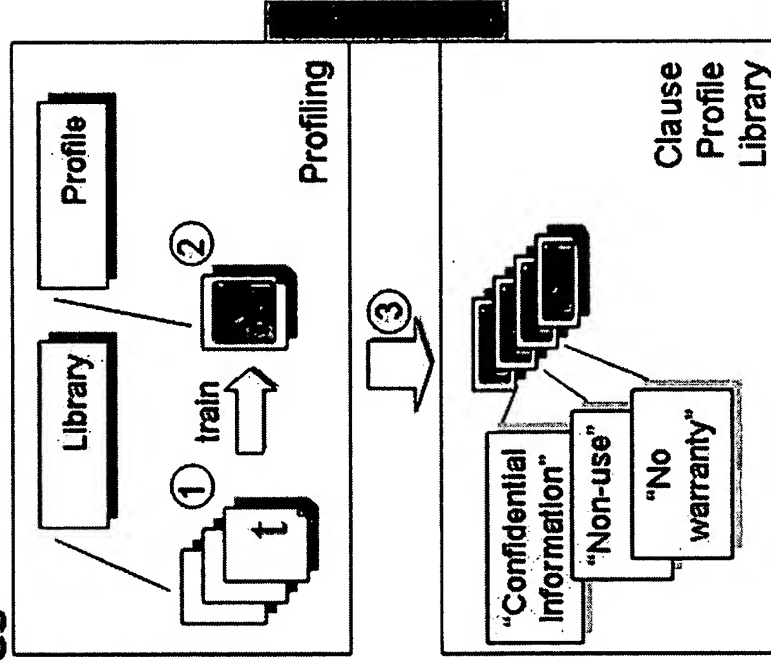
(a) any information disclosed by either party to the other party, either directly or indirectly, in writing, orally or by inspection of tangible objects, including, without limitation, algorithms, business plans, customer data, customer design engine analysis configuration ideas,

**Non-use and Non-disclosure.** Each party agrees not to use any Confidential Information of the other party for any purpose except to evaluate and engage in discussions concerning the Opportunity. Each party agrees not to disclose...

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## Generate Clause Profiles

- Clause profiles let us recognize at the clause level.



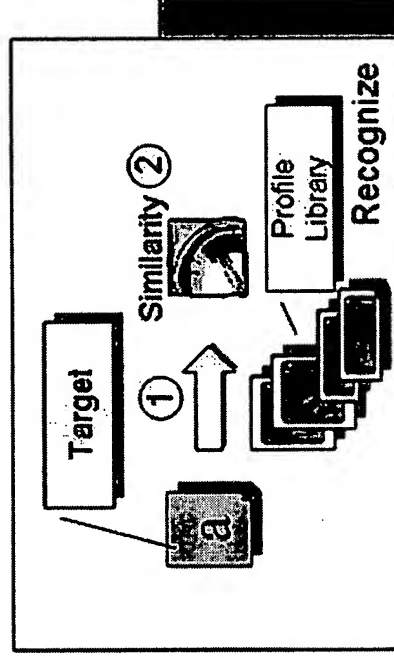
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FIG. 22

## Recognize

1. Present a target document to the system.
2. Recognize the "similarity" of the target document relative to the profile.



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## Scenario Overview

- Import a contract...
  - ☐ A never-seen-before contract.
  - ☐ A modification of a generated contract.
  - ☐ A combination of the above.
- Step 1: Recognize the kind of contract.
- Step 2: Match the clauses against clause library.
- Step 3: Recognize, tag & import new clauses into your system

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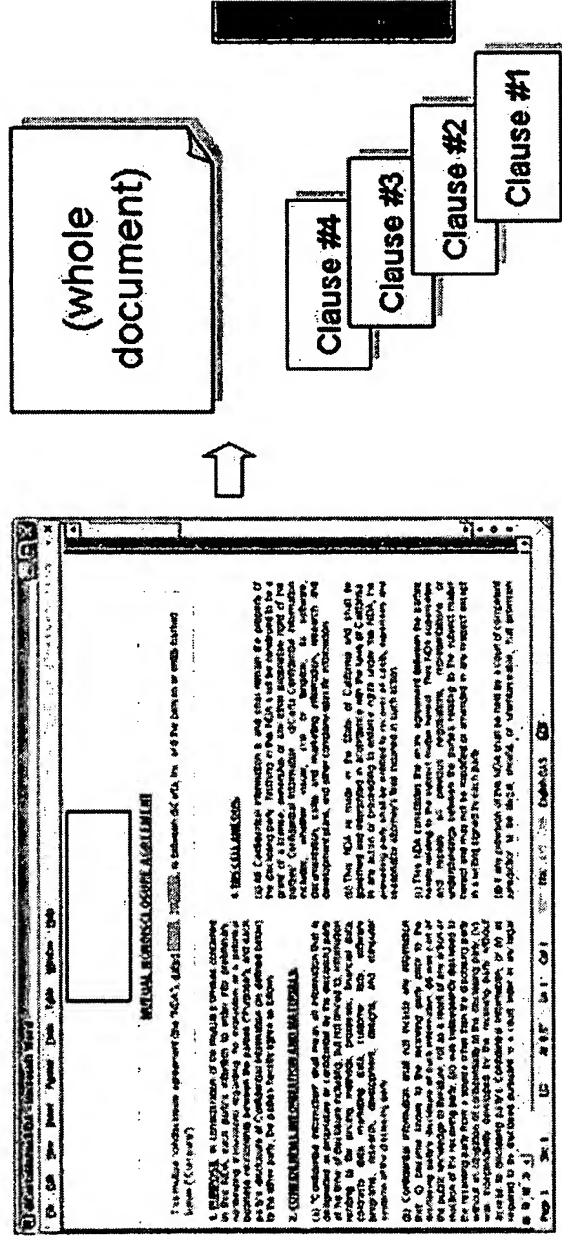
Contractdemo-prov.ppt

FIG. 24



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## Step 1: Break down the target contract



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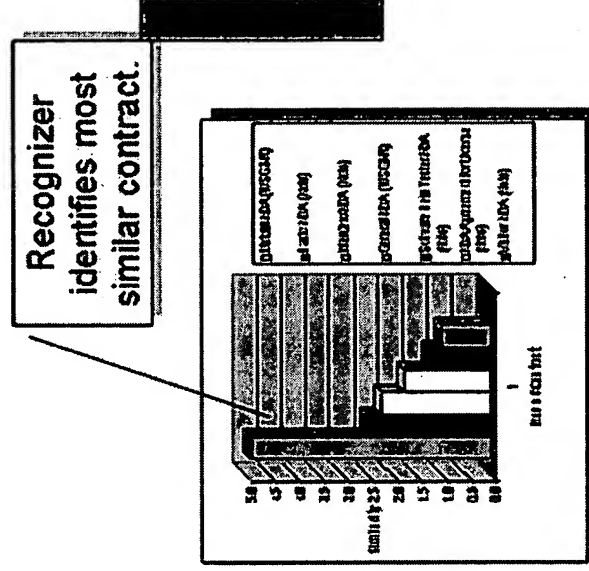
Contractdemo-prov.ppt

FIG. 25

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## Step 2: Recognize target against library

- Example library consists of seven actual contracts.
- Recognizer runs target against contract library.



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Contractdemo-prov.ppt

FIG. 26

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The best match is...

target

match

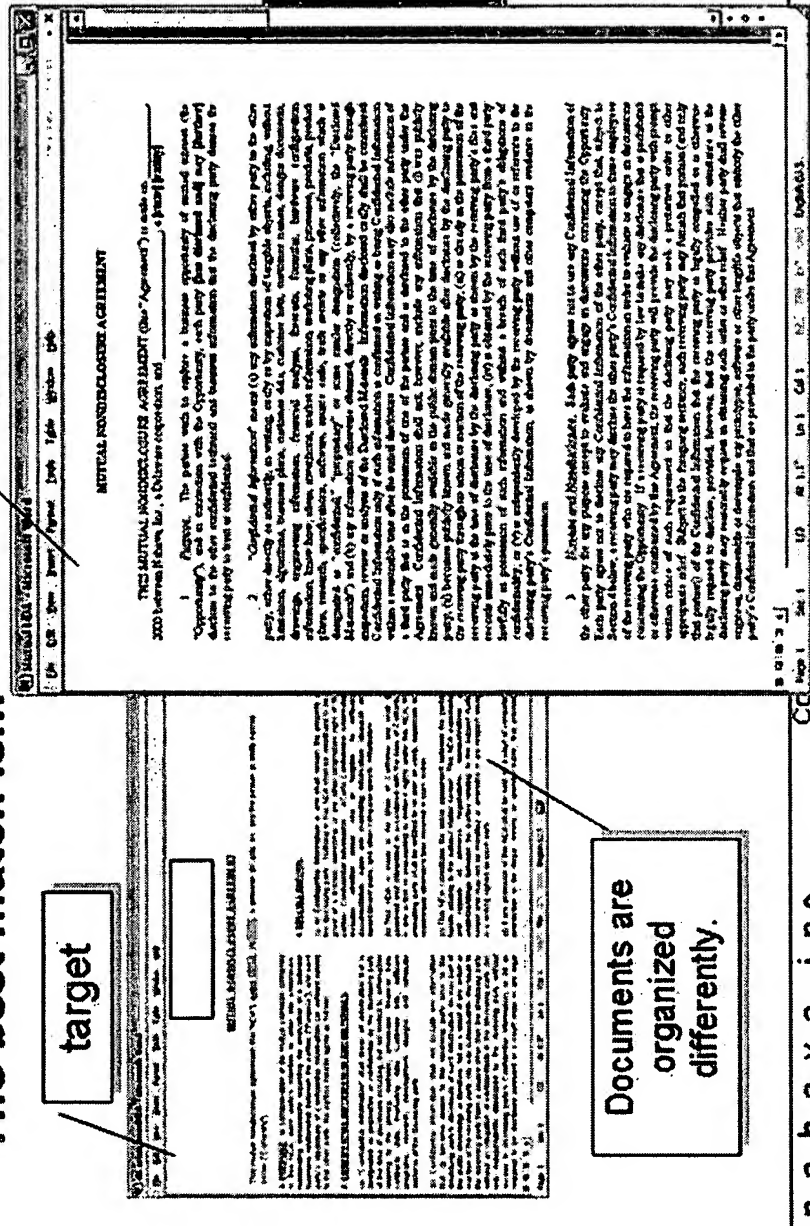


FIG. 27

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## Different internal structures

- | ■ Outline of target                                | ■ Outline of closest match                 |
|--|--|
| 1 Purpose  | 1 Purpose                                  |
| 2 Confidential information and materials (2 parts) | 2 Definition of "confidential information" |
| 3 Obligations (3 parts)                            | 3 Non-use and non-disclosure               |
| 4 Miscellaneous (7 parts)                          | 4 Maintenance of confidentiality           |
|  | 5 No obligation                            |
|  | 6 No warranty                              |
|  | 7 Return of materials                      |
|  | 8 No license                               |
|  | 9 Term                                     |
|  | 10 Availability of equitable relief        |
|  | 11 Severability                            |
|  | 12 Counterparts and facsimiles             |
|  | 13 Miscellaneous                           |

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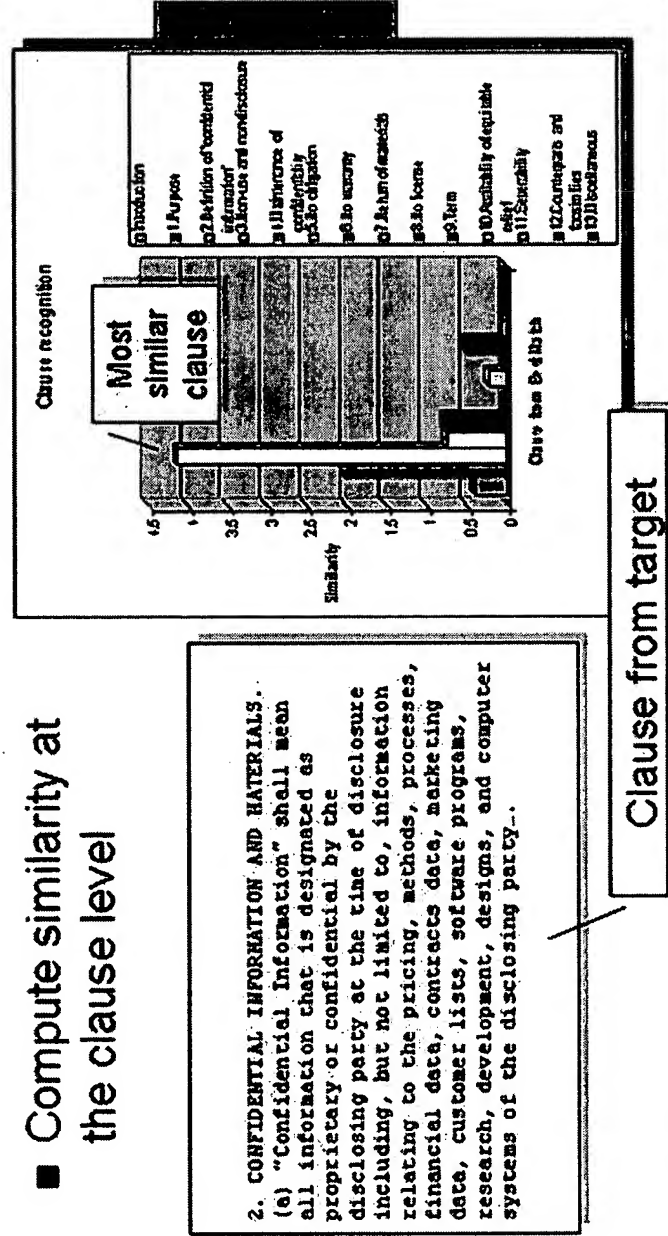
Contractdemo-prov.ppt

FIG. 28

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## Step 3: Identify most similar clauses in library

- Compute similarity at the clause level



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Contractdemo-prov.ppt

FIG. 29

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## Closer look...

target

match

### 2. CONFIDENTIAL INFORMATION AND MATERIALS.

(a) "Confidential Information" shall mean all information that is designated as proprietary or confidential by the disclosing party at the time of disclosure including, but not limited to, information relating to the pricing, methods, processes, financial data, contracts data, marketing data, customer lists, software programs, research, development, designs, and computer systems of the disclosing party.

(b) Confidential Information shall not include any information that: (i) became known to the receiving party prior to the disclosing party's disclosure of such information; (ii) was part of the public knowledge or literature, not as a result of any action or inaction of the receiving

party to the other party, either directly or indirectly, in writing, orally or by inspection of tangible objects, including, without limitation, algorithms, business plans, customer data, customer lists, customer names, designs documents, drawings, engineering information, financial analysis, forecasts, formulas, hardware configuration information, know-how, ideas, inventions, market information, marketing plans, processes, products, product plans, research, specifications, software, source code, trade secrets or any other information which is designated as "confidential," "proprietary" or some similar designation (collectively, the "Disclosed Materials") and (b)-

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FIG. 30

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## Another close match...

Company's trade secrets consist of information and materials that are valuable and not generally known by Company's competitors, including:

(a) Any and all information concerning Company's current, future or proposed products, including, but not limited to, computer code, drawings, specifications, notebook entries, technical notes and graphs, computer printouts, technical memoranda and correspondence, product development agreements and related agreements.

(b) Information and materials relating to Company's purchasing, accounting and marketing, including, but not limited to, marketing plans, sales data, unpublished promotional material, cost and pricing information and customer lists.

(c) Information of the type described above which Company obtained from another party and which Company treats as confidential, whether or not owned or developed by Company.

(d) Other: \_\_\_\_\_

Another match from Nolo's "Interview  
Nondisclosure Agreement."

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Contractdemo-prov.ppt

FIG. 31

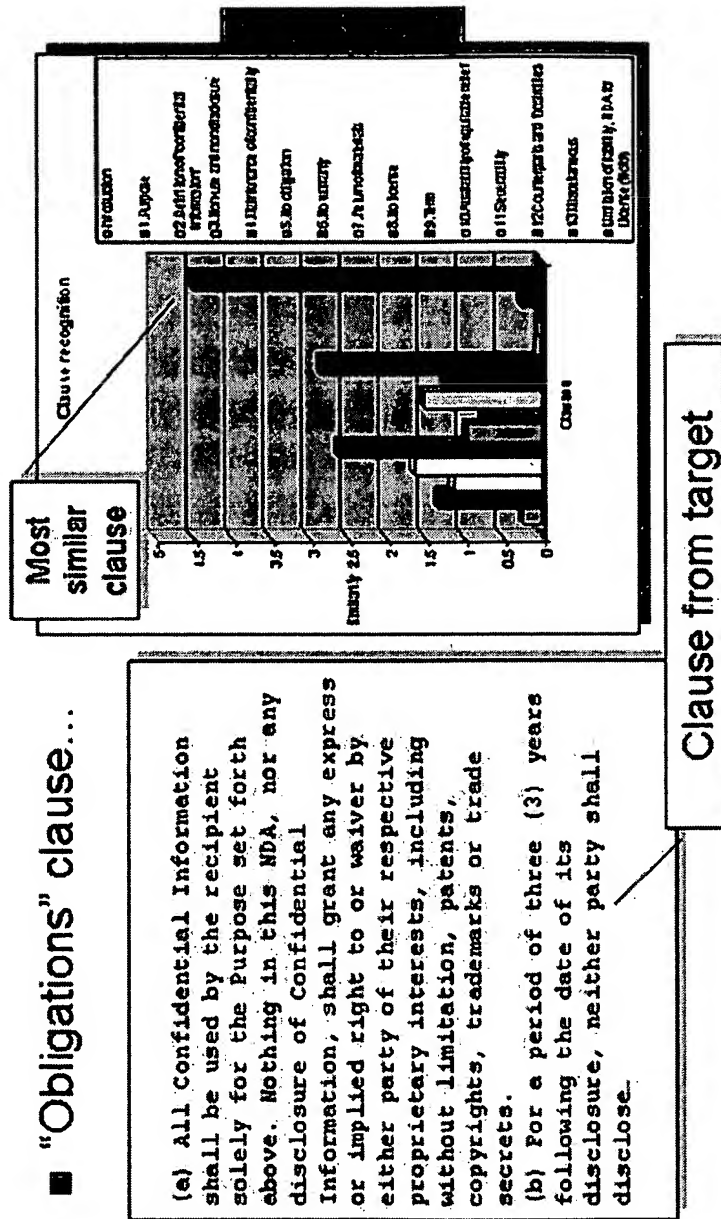
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## Another clause recognition example

### ■ "Obligations" clause...

(a) All Confidential Information shall be used by the recipient solely for the Purpose set forth above. Nothing in this NDA, nor any disclosure of Confidential Information, shall grant any express or implied right to or waiver by either party of their respective proprietary interests, including without limitation, patents, copyrights, trademarks or trade secrets.

(b) For a period of three (3) years following the date of its disclosure, neither party shall disclose.



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Contractdemo-prov.ppt

FIG. 32



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## The best match is...

In consideration of Company's disclosure of Software to Customer, Customer will treat Software with the same degree of care and safeguards that it takes with its own trade secrets, but in no event less than a reasonable degree of care. Customer will not, without Company's prior written consent:

- (a) reverse engineer, decompile or disassemble Software or any portion of it;
- (b) copy any portion of Software;
- (c) download Software in a retrieval system or computer system of any kind except as authorized by this Agreement; or
- (d) disclose any portion of Software to any third party.

Customer will limit use of Software to those employees, agents and consultants of Customer who are performing the evaluation for Customer. Customer must advise such people that Software is Company's trade secret and they must be under an express written obligation to maintain its confidentiality.

The restrictions and obligations contained in this clause will remain in effect until Software no longer constitutes a trade secret or until Company sends Customer written notice releasing it from this Agreement, whichever occurs first.

From Nolo's "Nondisclosure Agreement for Licensee, Nondisclosure part." [emphasis added]

n a h a v a , i n c .

Contractdemo-prov.ppt

FIG. 33

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## The original target is...

(a) All Confidential Information shall be used by the recipient solely for the Purpose set forth above. Nothing in this NDA, nor any disclosure of Confidential Information, shall grant any express or implied right to or waiver by either party of their respective proprietary interests, including without limitation, patents, copyrights, trademarks or trade secrets. (b) For a period of three (3) years following the date of its disclosure, neither party shall disclose the other party's Confidential Information and each party shall take reasonable security precautions, at least as great as the precautions it takes to protect its own confidential information, to prevent the disclosure of any Confidential Information to any third party, person or firm. Dissemination of Confidential Information shall be limited to only those employees or consultants of the receiving party as are necessary to perform the limited Purpose of this NDA, provided, however, that such employees or consultants have executed appropriate written agreements sufficient to enable the parties to comply with all the provisions of this NDA.

(c) Each party agrees to return all materials, including software programs, which may have been furnished as part of this NDA, together with any copies thereof, promptly upon the written request of the other party.

From standard library "Mutual Nondisclosure Agreement, Obligations part." [emphasis added]

n a h a v a , i n c.

Contractdemo-prov.ppt

FIG. 34

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## Summary

- We've shown how to "import" contracts.
  - ☐ Create profiles from contract and clause library.
  - ☐ Recognize at the contract level.
  - ☐ Recognize at the clause level.

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Contractdemo-prov.ppt

FIG. 35

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Usage Scenario Analysis

January 29<sup>th</sup>, 2003

FIG. 36

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## Annotated Training Document

### MATERIALS AND/OR EQUIPMENT CONTRACT

This Materials and/or Equipment Contract is effective on the [value: effective-date] ("Effective Date") between [value: buyer-name], a corporation organized and existing under the laws of the state of [value: buyer-state] (hereinafter "Company") and [value: seller-name] a corporation organized and existing under the laws of the state of [value: seller-state] (hereinafter "Supplier").

#### WITNESSETH:

WHEREAS, from time to time, Company may require the materials and/or equipment provided by Supplier in connection with Company's business; and

WHEREAS, Company wishes to enter into a Materials and/or Equipment Contract with Supplier setting forth the general terms and conditions to apply should Company request Supplier to provide materials and/or equipment; and

WHEREAS, Supplier is in the business of providing such materials and/or equipment and desires to enter into such a Materials and/or Equipment Contract;

NOW, THEREFORE, in consideration of the mutual promises set forth herein, Company and Supplier hereby agree as follows:

Usage scenario-prov.ppt

FIG. 37

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## Annotated Training Document (cont'd)

### TERM

[Section: TERM OF CONTRACT]. The term of this Contract shall be from [value: term] and shall continue thereafter in full force and effect until terminated as provided in this Contract.

#### 4.2 TERMINATION OF CONTRACT.

4.2.1 **TERMINATION BY EITHER PARTY.** This Contract may be terminated by either party upon ninety (90) days written notice to the other party at its address set out in Section 3.2, ADDRESSES. Such termination shall not be effective as to any Materials and/or Equipment being provided pursuant to a Purchase Order and shall not relieve either party to the Purchase Order of its obligations and liabilities arising from or incidental to the materials and/or equipment that Supplier committed to provide prior to such termination.

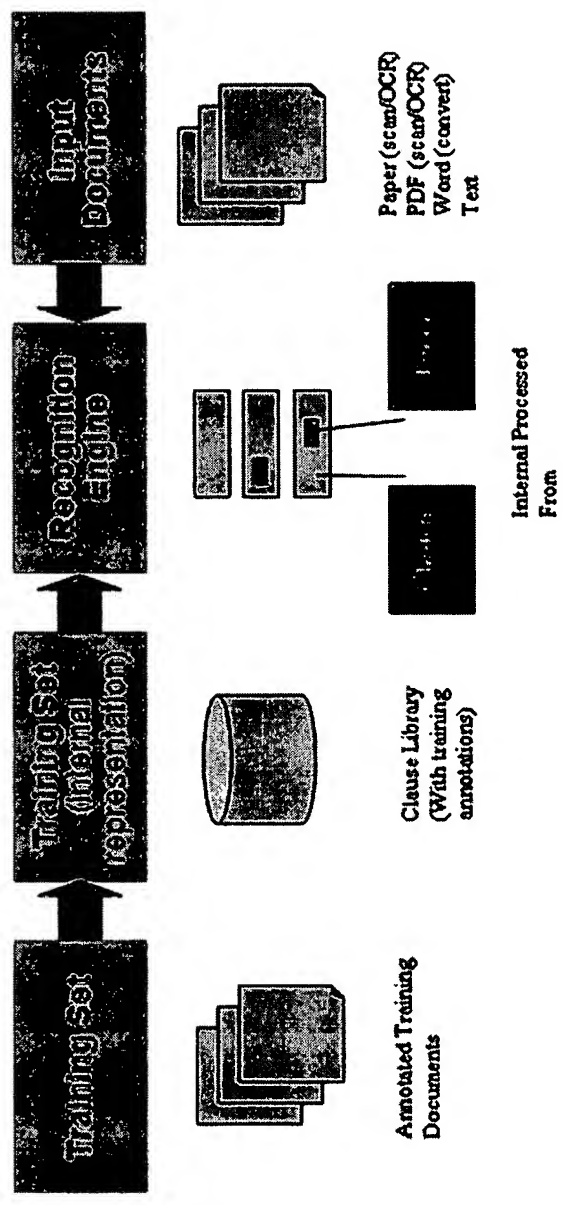
4.2.2 **TERMINATION FOR CAUSE.** Notwithstanding Section 4.2.1, **TERMINATION BY EITHER PARTY**, if Supplier (a) goes into liquidation (other than voluntarily for the purpose of re-organization or reconstruction), (b) makes an arrangement, composition or compromise with its creditors, (c) has a receiver appointed in respect of the whole or any part of its assets, or the equivalent of (a), (b) or (c) above occurs, Company may at any time thereafter immediately terminate this Contract without any liability to compensate Supplier for such termination. Such termination shall be without prejudice to Company's rights under this Contract or its rights under the law to claim damages against Supplier.

Usage scenario-prov.ppt

FIG. 38



# Usage Scenario



Usage scenario-prov.ppt

FIG. 39

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## Progress Report: The BTV Extraction Technology

January 24<sup>th</sup>, 2003

FIG. 40



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## Where We Are

- Developed initial BTV recognition technology
- Still in the process of developing appropriate extraction parameters and testing
- Integration with core clause recognition technology

Progress report 01-24-03b-prov.ppt

FIG. 41

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## The Flow



Progress report 01-24-03b-prov.ppt

FIG. 42

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## Developing a Training Set: The Intro Paragraph

- This Purchase Agreement is effective as of [effective-date] is made by and between [buyer]. (Buyer), a [buyer-state] corporation, having principal offices at [buyer-address] and [supplier] (Supplier), a [supplier-state] corporation, having principal offices at [supplier-address]. [source: Supplier Agreement]

Progress report 01-24-03b-prov.ppt

FIG. 43

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## The "Intro Paragraph" Training Set

- This Purchase Agreement shall be effective [effective-date], is made ("Agreement Date"), by and between [Buyer], ("Buyer"), a [Buyer-state] corporation, having principal offices at [Buyer-address] and [Supplier], having principal offices at [Supplier-address]. [Source: AGREEMENT Purchasing Short]]
- This Volume Purchase Agreement ("VPA") is made this [effective-date] by and between [Buyer], having principal offices at [Buyer-address] ("Buyer") and [Supplier] ("Supplier"), having principal offices at [Seller-address]. [Source: volume purchase agreement]]
- This Purchase Agreement is effective as of [effective-date] is made by and between [Buyer], ("Buyer"), a [Buyer-state] corporation, having principal offices at [Buyer-address] and [Supplier] ("Supplier"), a [Supplier-state] corporation, having principal offices at [Supplier-address]. [Source: Supplier Agreement]]
- This Agreement is entered into this [effective-date] by and between [Buyer], a [Buyer-state] corporation with its principal place of business located at [Buyer-address] ("Buyer") and [Supplier] a [Supplier-state] corporation with its principal place of business located at [Supplier-address] (the "Supplier"). [Source: Acme Agreement]]
- This contract is by and between [Seller], a [Seller-state] corporation, the "Seller" and, the "Buyer." Seller and Buyer are collectively referred to in this contract as the "Parties." [Source: Contract for Sale of Goods]]
- THIS EQUIPMENT LEASE ("Lease") is made and effective [effective-date], by and between [Buyer], ("Lessor") and [Seller] ("Lessee"). [Source: EQUIPMENT LEASE]]
- This Sales Agreement is executed on [effective-date] (Month, Day, Year) by and between [Seller (Name of Seller)], a [Seller-state] Corporation, with its principal place of business / residing at [Seller-address (Address)] ("Seller") and [Buyer (Name of Buyer)], a [Buyer-state (State of organization or residence)] Corporation with its principal place of business at [Buyer-address (Address)]. ("Buyer"). [Source: Sales Of Goods Contract]]
- THIS EQUIPMENT LEASE ("Lease") is made and effective [effective-date], by and between [Buyer], ("Lessor") and [Seller] ("Lessee"). Lessor desires to lease to Lessee, and Lessee desires to lease from Lessor, certain tangible personal property.. [Source: SAMPLE EQUIPMENT LEASE CONTRACT]]
- This Master and/or Equipment Contract is effective on the [effective-date] ("Effective Date") [Buyer] a corporation organized and existing under the laws of the state of [Buyer-state] (hereinafter "Company") and [Seller] a corporation organized and existing under the laws of the state of [Seller-state] (hereinafter "Supplier"). [Source: Master Materials and/or Equipment]]
- This Services Contract is effective on the [effective-date] ("Effective Date") between [Buyer] a corporation organized and existing under the laws of the state of [Buyer-state] (hereinafter "Company") and [Seller] a corporation organized and existing under the laws of the state of [Seller-state] (hereinafter "Contractor"). [Source: Services Contract]]

Progress report 01-24-03b-prov.ppt

FIG. 44

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## Target Clause

- This Materials and/or Equipment Contract is effective on the 22nd day of January 2003 ("Effective Date") between Largeco Inc., formerly Offshore Oil Company, a corporation organized and existing under the laws of the state of Delaware (hereinafter "Company") and Advanced Tire Products Inc., a corporation organized and existing under the laws of the state of Nevada (hereinafter "Supplier").



Progress report 01-24-03b-prov.ppt

3

FIG. 45

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## Effective Date

- This Materials and/or Equipment Contract is effective on the 22nd day of January 2003 ("Effective Date") between Largeco Inc., formerly Offshore Oil Company, a corporation organized and existing under the laws of the state of Delaware (hereinafter "Company") and Advanced Tire Products Inc., a corporation organized and existing under the laws of the state of Nevada (hereinafter "Supplier").

22nd day of  
January 2003

Ts(TermValue result

effective-date day of January [1, 3, 0.5005358218197417]  
effective-date day of January 2003 [1, 4, 0.4286032251281872]  
effective-date 22nd day of January [10, 4, 0.41912956452254135]  
effective-date the 22nd day of January [9, 5, 0.4162325108414663]  
effective-date the 22nd day of January 2003 [9, 6, 0.3502892348910631]

Progress report 01-24-03b-prov.ppt

FIG. 46

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nahava

## Supplier

- This Materials and/or Equipment Contract is effective on the 22nd day of January 2003 ("Effective Date") between Largeco Inc., formerly Offshore Oil Company, a corporation organized and existing under the laws of the state of Delaware (hereinafter "Company") and Advanced Tire Products Inc., a corporation organized and existing under the laws of the state of Nevada (hereinafter "Supplier").

Advanced Tire  
Products Inc.

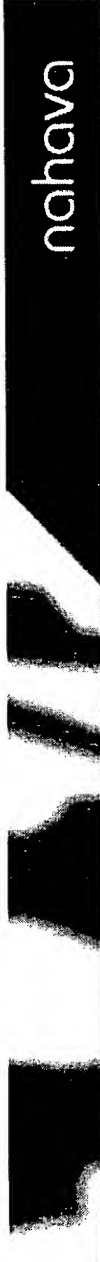
TstTermValue result:

supplier delaware hereinafter "company" and advanced tire products inc a corporation organized and [36, 12, 1.2299644799245686]  
 supplier delaware hereinafter "company" and advanced tire products inc a [36, 9, 1.214936877846085]  
 supplier the state of delaware hereinafter "company" and advanced tire products inc a [33, 12, 1.1068158853188022]  
 supplier delaware hereinafter "company" and advanced tire products inc a corporation organized and existing under [36, 14, 1.0515020170708966]

Progress report 01-24-03b-prov.ppt

FIG. 47

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## Another Example – Agreement Term

- Billing company will invoice Buyer only after Buyer receives Products. Payment terms are as follows: [payment term]. Buyer will pay supplier by Check. The total amount due for this contract is [flat-contrat-amount-dollar]. The term is for [agreement term].  
[source: AGREEMENT Purchasing Sheet]
- Unless terminated earlier as provided herein, this VPA shall have a term of [agreement term]. The term of this VPA will be renewed for additional successive one (1) year periods, unless written notice of non-renewal is received by the other party no later than sixty (60) days prior to the Expiration Date of the then-current term. [source: volume purchase agreement]
- This Agreement shall remain in effect for a period [agreement term], or may be terminated by either party at any time upon ninety (90) days written notice to the other party. The Recipient's obligations under this Agreement shall survive termination of the Agreement between the parties and shall be binding upon the Recipient's heirs, successors and assigns. The Recipient's obligations hereunder shall continue in full force and effect with respect to non-technical sales, marketing, and financial Confidential Information for one (1) year from the date of disclosure of such Confidential Information. The Recipient's obligations with respect to all technical Confidential Information shall be terminated only pursuant to Section 5. [source: Supplier Agreement]
- This Agreement shall continue [agreement term] (the "Term"). Program licenses granted under this Agreement shall continue in effect for the duration of the term as specified on the applicable Schedule ("License Term"), subject only to the provisions of TERMINATION and DEFAULT herein. [source: Acme Agreement]
- The term of this Lease shall be [agreement term]. [source: EQUIPMENT LEASE]
- The term of this Lease shall commence on [agreement term-start-date] and shall expire [agreement length-months] months thereafter. [source: SAMPLE EQUIPMENT LEASE CONTRACT]
- This Agreement shall [agreement term] ("Expiration Date"), or may be terminated by either party at any time upon ninety (90) days written notice to the other party. The Recipient's obligations under this Agreement shall survive termination of the Agreement between the parties and shall be binding upon the Recipient's heirs, successors and assigns. The Recipient's obligations hereunder shall continue in full force and effect with respect to non-technical sales, marketing, and financial Confidential Information for one (1) year from the date of disclosure of such Confidential Information. [source: Sales Agreement]

Progress report 01-24-03b-prov.ppt

FIG. 48



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## Agreement Term

- 4.1 TERM OF CONTRACT. The term of this Contract shall be from 2 Feb 2003 through 20 Jun 2008, and shall continue thereafter in full force and effect until terminated as provided in this Contract.

from 2 Feb 2003  
through 20 Jun  
2008

TsTermValue result:

- agreement-term from 2 Feb 2003 through 20 Jun 2008 and shall continue thereafter in [12, 13, 0.14244987905664316]
- agreement-term Feb 2003 through 20 Jun 2008 and shall continue thereafter in [14, 11, 0.14244987905664316]
- agreement-term through 20 Jun 2008 and shall continue thereafter in [16, 9, 0.14244987905664316]
- agreement-term Jun 2008 and shall continue thereafter in [18, 7, 0.14244987905664316]
- agreement-term 2008 and shall continue thereafter in [19, 6, 0.14244987905664316]
- agreement-term and shall continue thereafter in [20, 5, 0.14244987905664316]

Progress report 01-24-03b-prov.ppt

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FIG. 49

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## Next Steps

- Improve precision of term value identification
  - Use taxonomies (e.g. list of cities, list of states, etc)
  - Use "multiple-resolution" profiles
  - Self-defined training set
- Use common recognition engine...
  - Term-value extraction
  - Clause similarity

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FIG. 50

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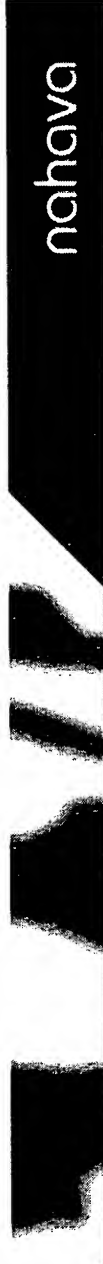


Detailed Contract Analysis

February 2003

FIG. 51

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## Contract Cross-Match

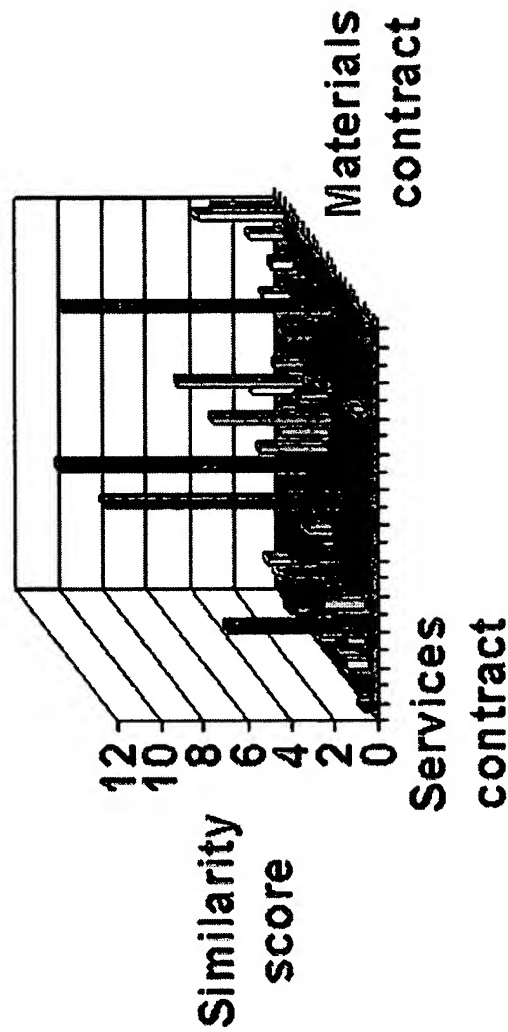
Services Contract		Materials and/or Equipment		Similarity score
Clause	Contents	Clause	Contents	
22	Warranty. Contractor warrants and represents that it shall ... perform the work in a good and workmanlike manner...	21	In witness thereof the parties have caused this contract to be executed by their duly authorized representatives...	11.5
37	In witness thereof the parties have caused this contract to be executed by their duly authorized representatives...	21	In witness thereof the parties have caused this contract to be executed by their duly authorized representatives...	11.5
22	Warranty. Contractor warrants and represents that it shall ... perform the work in a good and workmanlike manner...	14	Freight terms and shipping instructions	10.8
32	Minority and women business utilization. Contractor shall...	23	Nondiscrimination and toxic controls act	5.8
32	Minority and women business utilization. Contractor shall...	17	Proprietary rights. Supplier shall indemnify defend and hold company harmless...	5.5
42	Materials and equipment contract number...	27	Exhibit B. Supplier's proposal exhibit...	4.0
28	Governing law. Except as otherwise expressly provided...	18	Governing law. This contract shall...	3.1
31	Force majeure. Except for the obligation...	18	Governing law. This contract shall...	2.1

Contract12-prov.ppt

FIG. 52



## Contract clause cross-match



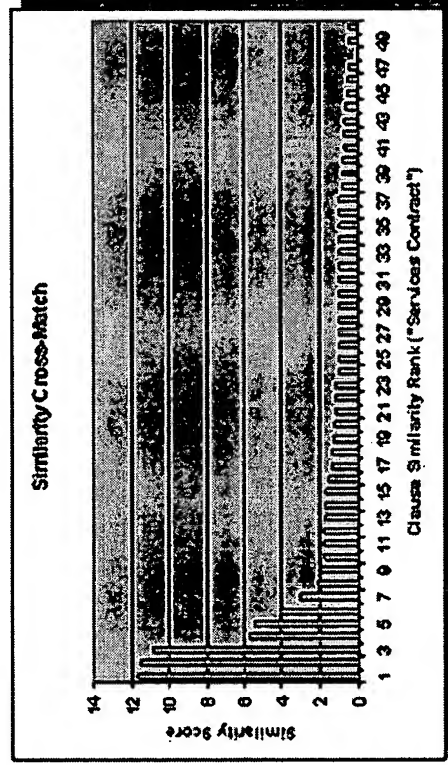
Contract2-prov.ppt

FIG. 53

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## Cross-Matching Contract Clauses



Contract2-prov.ppt

FIG. 54

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## Services Contract

### 7.0 WARRANTY

Contractor warrants and represents that it shall (1) perform the Work in a good and workmanlike manner consistent with applicable industry standards and practices; (2) use sound engineering and/or technical principles where applicable; (3) perform the Work in compliance with specifications provided or approved by Company; (4) use or furnish materials and equipment that are merchantable, fit, and new, and (5) where mutually agreed, use or furnish merchantable, fit, and used material and equipment. To the extent assignable, all rights and remedies available to Contractor or its subcontractors shall be passed directly to Company. Company shall also have the rights and remedies provided by the Uniform Commercial Code. At no cost to Company, Contractor shall remedy nonconforming workmanship or replace nonconforming material and equipment, including removal and replacement of facilities to (1) reveal and (2) repair or replace nonconforming Work. If Contractor does not remedy nonconforming Work immediately, Company may do so at Contractor's expense. If Contractor fails to pay this expense, Company may deduct all expenses from any proceeds due to Contractor. At no cost to Company, Contractor shall diligently and promptly remedy nonconforming workmanship, material and equipment appearing (a) within one (1) year from the date of final acceptance or (b) within such longer period of time as provided by manufacturer's warranty.

[Services Contract, block #22]

Contract2-prov.ppt

FIG. 55

nahava

- [illegible]



## Materials and/or Equipment

## PURCHASE ORDER GENERAL TERMS AND CONDITIONS

- FOR CREDIT ADVISORY: ANY ORDER WILL BE CANCELED IF NOT PAID BY THE DATE OF CANCELLATION. IF YOU HAVE A CREDIT ADVISORY, PLEASE CONTACT THE CREDIT ADVISORY DEPARTMENT AT 1-800-855-8555. IF YOU HAVE A CREDIT ADVISORY, PLEASE CONTACT THE CREDIT ADVISORY DEPARTMENT AT 1-800-855-8555. IF YOU HAVE A CREDIT ADVISORY, PLEASE CONTACT THE CREDIT ADVISORY DEPARTMENT AT 1-800-855-8555.

[illegible][illegible]

4. Comments. To the extent you find any of the information provided by the above sources to be false, misleading, incomplete, or otherwise deficient, please explain the deficiencies and suggest any corrections or additions that should be made. If you find the information to be accurate, complete, and otherwise satisfactory, please so indicate.

5. **Quantity.** It's not good to use goods, manufacturing equipment or good too slowly. Getting directly to buyers manufacturing processes, such as selling them, rather than going to a lot of buyers who may or may not buy, and if buying processes, and the buying too much, or buying too little in the wrong lot size, can be a source of good or bad business.

[illegible][illegible]

As a person who has been in the industry for over 20 years, I can tell you that the most important thing is to have a good relationship with your customers. This means listening to their needs and providing them with the best possible service. It's not just about the product, but about the experience. If you can do that, you will be successful in the long run.

the same time, while living in a particular environment, a person's attitudes consist of a particular set of beliefs, values, and opinions. These attitudes are a result of the person's experiences, beliefs, and values, and they are a reflection of the person's personality. The person's attitudes are a result of the person's experiences, beliefs, and values, and they are a reflection of the person's personality.

...that the research has been done in a way that is both rigorous and accessible to a wide range of people.

**Materials and/or Equipment, block #21]**

FIG. 57

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## Services Contract

- 4.0
- TERM
- 4.1 TERM OF CONTRACT. The term of this Contract shall commence on the Effective Date set forth above and shall continue until terminated as provided in this Contract.
- 4.2 TERMINATION OF CONTRACT.
  - 4.2.1 TERMINATION BY EITHER PARTY. This Contract may be terminated by either party upon ninety (90) days written notice to the address set out above. Such termination shall not be effective as to any of the Work in progress pursuant to a Request for Services and shall not relieve either party to the Request for Services of its obligations and liabilities arising from or incidental to the Work performed prior to such termination

Contract2-prov.ppt

[Services Contract, block #7]

FIG. 58

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## Materials and/or Equipment

- 4.3 TERM OF AN ORDER. The term of an Order shall commence on the date set forth in the Order and shall continue until terminated as provided in the Order.
- 4.4 TERMINATION OF AN ORDER.
  - 4.4.1 Company may at any time, without cause, terminate an Order in whole or in part upon written notice to Supplier. In such event, Supplier shall be entitled to a reasonable termination charge consisting of a percentage of the order price reflecting the percentage of the materials and/or Equipment provided to Company's satisfaction prior to termination. Such termination charge shall be Supplier's sole remedy. Upon Company's written request, Supplier shall preserve, protect and deliver to Company at Company's expense Materials and/or Equipment on hand, work in progress, and completed work, both in its own and in its suppliers' plants.

[Materials and/or Equipment, block #9]

Contract2-prov.ppt

FIG. 59

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## Services Contract

- 4.3 TERM OF REQUEST FOR SERVICES. The term of a Request for Services shall commence on the date set forth in the Request for Services and shall continue until terminated as provided in the Request for Services.

- 4.4 TERMINATION OF REQUEST FOR SERVICES.

- 4.4.1 TERMINATION AT COMPANY'S OPTION. Company may, at any time, upon issuance of written notice to Contractor, in whole or in part, terminate or suspend the Work under a Request for

Services at any time during the term of a Request for Services for any reason. In the event of such termination or suspension, Contractor will be entitled to recover from Company:

[Services Contract, block #9]

Contract2-prov.ppt

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FIG. 60

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## Materials and/or Equipment

- 23.D GOVERNING LAW
  - This Contract shall be governed by the laws of the state of Texas, excluding the Texas rules on conflicts of laws. For Materials and/or Equipment supplied offshore, the provisions of this Contract shall be construed in accordance with the General Maritime Law of the United States or, if impermissible, with the laws of the state applicable to the Order.
- 24.D NON-BIDDING MEDIATION
  - If a dispute arises between Contractor and Company under this Contract and cannot be resolved by negotiation, the dispute shall be submitted to mediation before resorting to litigation. In such event, promptly following one party's written request for mediation, Contractor and Company shall choose a mutually acceptable mediator and share the costs of mediation services equally. Contractor and Company shall each have present at the mediation at least one individual who has authority to settle the dispute. Contractor and Company shall make reasonable efforts to ensure that the mediation occurs within sixty (60) days of the date of the mediation request. Notwithstanding the above, either party may file a complaint (1) if the parties are unable, after reasonable efforts, to commence mediation within sixty (60) days of the date of the mediation request, (2) for statute of limitations or venue reasons, or (3) to seek a preliminary injunction or other provisional judicial relief if, in its sole judgment, an injunction or other provisional relief is necessary to avoid irreparable damage to or to preserve the status quo. Despite such actions, the parties shall continue to try to resolve the dispute by mediation.
- 25.D FORCE MAJEURE
  - Except for the obligation to make payment for Materials and/or Equipment delivered or any related services performed or other financial obligations due under this Contract, neither party shall be liable for non-performance under this Contract to the extent caused by circumstances beyond the control of the non-performing party including, but not limited to, governmental decrees, laws, acts of God, strikes or other concerted acts of workers, bomb threats, fires, floods, explosions, riots, war, and sabotage. The non-performing party shall diligently attempt to remove the cause(s) of the force majeure. If Supplier is affected by an event of force majeure, it shall notify Company immediately in writing of the occurrence and the extent to which the occurrence will impact Supplier's performance under this Contract. If Supplier does not give such notice, it may not claim force majeure as a defense. If, in Company's opinion, an event of force majeure will delay Supplier's performance for a period of more than seven (7) days, Company may terminate this Contract without giving rise to any claim for compensation from Supplier other than for services completed up to the time of termination.

[Materials and/or Equipment, block #18]

Contract2-prov.ppt

FIG. 61

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## Business Term Value Extraction

- Target clause:
  - This Materials and/or Equipment Contract is effective on the 22nd day of January 2003 ("Effective Date") between Largeco Inc., formerly Offshore Oil Company, a corporation organized and existing under the laws of the state of Delaware (hereinafter "Company") and Advanced Tire Products Inc., a corporation organized and existing under the laws of the state of Nevada (hereinafter "Supplier").

*Effective date*


*Supplier*

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## Extraction of business terms

- Effective date "22nd day of January 2003..."
- Seller "Advanced Tire Products Inc a"

Contract2-prov.ppt

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FIG. 63

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## Business Term Value Extraction

- Training clause:
  - This Materials and/or Equipment Contract is effective on the [effective-date] ("Effective Date") [buyer] a corporation organized and existing under the laws of the state of [buyer-state] (hereinafter "Company") and [seller] a corporation organized and existing under the laws of the state of [seller-state] (hereinafter "Supplier").. [source: Master Materials and/or Equipment]

Contract2-prov.ppt

FIG. 64



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## More training clauses

- This Purchase Agreement shall be effective [effective-date]; is made ("Agreement Date"), by and between [buyer]. ("Buyer"), a [buyer-state] corporation, having principal offices at [buyer-address] and [supplier], having principal offices at [supplier-address].. [source: AGREEMENT Purchasing Short]
- This Volume Purchase Agreement ("VPA") is made this [effective-date] by and between [buyer], having principal offices at [buyer-address] ("Buyer") and [supplier] ("Supplier"), having principal offices at [seller-address].. [source: volume purchase agreement]

Contract2-prov.ppt

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FIG. 65

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## One embodiment of the invention: An example

### Overview

0. Preliminaries
1. Pick a text block.
2. Compute profile.
3. Show the profile.
4. Use the same block as target
5. Compute similarity score.

FIG. 66

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## 0. Preliminaries

- Tokenization convention
  - Input words convert to lower case.
  - Upper case tokens denote punctuation.
    - Period (".") is TT\_TERM
    - TT\_TERM may also be used to mark beginning of first sentence.

FIG. 67

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### 1. Pick a text block

- Text is "Our essential skill."
- Tokenizes to "our essential skill TT\_TERM"

FIG. 68

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## 2. Compute profile

- Identify the tokens
- Identify the tuples
- Form the transition probability matrix
- Compute eigensystem (i.e. eigenvalues, left eigenvectors, right eigenvectors)

FIG. 69

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## Tokens, tuples

- Tokens are...
  - { "our", "essential", "skill", "TT\_TERM" } assigned indices
  - 0 – "our"
  - 1 – "essential"
  - 2 – "TT\_TERM"
  - 3 – "skill"
- Tuples are...
  - { "TT\_TERM.TT\_TERM", "TT\_TERM.our", "essential.skill",  
"our.essential" }
  - 0 – "TT\_TERM.TT\_TERM"
  - 1 – "TT\_TERM.our"
  - 2 – "essential.skill"
  - 3 – "our.essential"

FIG. 70

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3. Show the profile
4. Use the same text as target
5. Compute the similarity score

FIG. 71

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```
<?xml version='1.0' encoding='ISO-8859-1'?>
<?xml-stylesheet type='text/xsl' href='profile.xsl'?>

<profile rundate="Fri Feb 14 01:53:48 PST 2003" size="7" threshold="0.0" tool-
version="com.nahava.utils build 393 Thu Feb 13 14:01:27 PST 2003">
  <tokens count="7" expanded-count="6">
    <v id="0">our</v>
    <v id="1">TT_TERM</v>
    <v id="2">skill</v>
    <v id="3">simple</v>
    <v id="4">to</v>
    <v id="5">show</v></tokens>
  <tuples count="7" expanded-count="7">
    <v id="0">TT_TERM.TT_TERM.</v>
    <v id="1">our.simple.</v>
    <v id="2">simple.skill.</v>
    <v id="3">TT_TERM.to.</v>
    <v id="4">show.our.</v>
    <v id="5">to.show.</v>
    <v id="6">TT_TERM.our.</v></tuples>
  <components count="7">
    <component count="9" eim="0.0" ema="1.0000000000000018"
ere="1.0000000000000018" id="0">
      <lt count="5">
        <v id="0" im="0.0" ma="0.4472135954999585" ph="-3.141592653589793"
re="-0.4472135954999585" sym="TT_TERM.TT_TERM."></v>
        <v id="5" im="0.0" ma="0.4472135954999585" ph="-3.141592653589793"
re="-0.4472135954999585" sym="to.show."></v>
        <v id="3" im="0.0" ma="0.44721359549995804" ph="-3.141592653589793"
re="-0.44721359549995804" sym="TT_TERM.to."></v>
        <v id="4" im="0.0" ma="0.44721359549995765" ph="-3.141592653589793"
re="-0.44721359549995765" sym="show.our."></v>
        <v id="6" im="0.0" ma="0.4472135954999573" ph="-3.141592653589793"
re="-0.4472135954999573" sym="TT_TERM.our."></v></lt>
      <rt count="4">
        <v id="0" im="0.0" ma="0.755928946018455" ph="-3.141592653589793" re="-
0.755928946018455"
sym="our"></v>
        <v id="4" im="0.0" ma="0.3779644730092272" ph="-3.141592653589793"
re="-0.3779644730092272" sym="to"></v>
        <v id="3" im="0.0" ma="0.37796447300922686" ph="-3.141592653589793"
re="-0.37796447300922686" sym="simple"></v>
        <v id="5" im="0.0" ma="0.37796447300922686" ph="-3.141592653589793"
re="-0.37796447300922686" sym="show"></v></rt></component>
    <component count="9" eim="0.8138345589017515" ema="0.8225600173237577"
ere="0.11949181075225304" id="1">
      <lt count="5">
        <v id="6" im="0.0" ma="0.5388393139119474" ph="0.0"
re="0.5388393139119474"
sym="TT_TERM.our."></v>
        <v id="4" im="0.0" ma="0.5388393139119465" ph="0.0"
re="0.5388393139119465"
sym="show.our."></v>
        <v id="3" im="0.43852605535645217" ma="0.4432276753861333" ph="-
1.425012287093083"
re="0.06438688532384032" sym="TT_TERM.to."></v>
```

FIG. 72



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```

    <v id="5" im="-0.10480054483317074" ma="0.3645813643439865" ph="-
2.850024574186165"
    re="-0.34919395331189973" sym="to.show."></v>
    <v id="0" im="0.2716633000948112" ma="0.29989005337070956"
ph="1.1334442076894558"
    re="-0.12701612296194356" sym="TT_TERM.TT_TERM."></v></lt>
    <rt count="4">
    <v id="0" im="0.0" ma="0.6060381485670447" ph="-3.141592653589793"
re="-0.6060381485670447" sym="our."></v>
    <v id="5" im="-0.4932147893166947" ma="0.5444615059884269" ph="-
1.133444207689455"
    re="0.23060247852630336" sym="show."></v>
    <v id="3" im="0.12873713812786217" ma="0.44785226579796084"
ph="0.2915680794036277"
    re="0.42895034823043926" sym="simple."></v>
    <v id="4" im="0.3644776511888337" ma="0.3683853675132551"
ph="1.4250122870930824"
    re="-0.05351467818969806" sym="to."></v></rt></component>
30 → <component count="9" eim="-0.8138345589017515" ema="0.8225600173237577"
ere="0.11949181075225304" id="2">
    <lt count="5">
    <v id="6" im="0.0" ma="0.5388393139119474" ph="0.0"
re="0.5388393139119474"
    sym="TT_TERM.our."></v>
    <v id="4" im="0.0" ma="0.5388393139119465" ph="0.0"
re="0.5388393139119465"
    sym="show.our."></v>
    <v id="3" im="-0.43852605535645217" ma="0.4432276753861333" ph="-
1.425012287093083"
    re="0.06438688532384032" sym="TT_TERM.to."></v>
    <v id="5" im="-0.10480054483317074" ma="0.3645813643439865" ph="-
2.850024574186165"
    re="-0.34919395331189973" sym="to.show."></v>
    <v id="0" im="0.2716633000948112" ma="0.29989005337070956"
ph="1.1334442076894558"
    re="-0.12701612296194356" sym="TT_TERM.TT_TERM."></v></lt>
    <rt count="4">
    <v id="0" im="0.0" ma="0.6060381485670447" ph="-3.141592653589793"
re="-0.6060381485670447" sym="our."></v>
    <v id="5" im="-0.4932147893166947" ma="0.5444615059884269" ph="-
1.133444207689455"
    re="0.23060247852630336" sym="show."></v>
    <v id="3" im="0.12873713812786217" ma="0.44785226579796084"
ph="0.2915680794036277"
    re="0.42895034823043926" sym="simple."></v>
    <v id="4" im="0.3644776511888337" ma="0.3683853675132551"
ph="1.4250122870930824"
    re="-0.05351467818969806" sym="to."></v></rt></component>
40 → <component count="9" eim="0.0" ema="0.7389836215045064" ere="-
0.7389836215045064"
    id="3">
    <lt count="5">
    <v id="4" im="0.0" ma="0.5766609545157906" ph="-3.141592653589793"
re="-0.5766609545157906" sym="show.our."></v>
    <v id="6" im="0.0" ma="0.5766609545157906" ph="-3.141592653589793"
re="-0.5766609545157906" sym="TT_TERM.our."></v>
```

FIG. 73

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```

    <v id="3" im="0.0" ma="0.4261430005483243" ph="0.0"
re="0.4261430005483243"
    sym="TT_TERM.to."></v>
    <v id="5" im="0.0" ma="0.3149126978239976" ph="-3.141592653589793"
    re="-0.3149126978239976" sym="to.show."></v>
    <v id="0" im="0.0" ma="0.23271532589573207" ph="0.0"
re="0.23271532589573207"
    sym="TT_TERM.TT_TERM."></v></lt>
    <rt count="4">
    <v id="5" im="0.0" ma="0.6329937838989217" ph="-3.141592653589793"
    re="-0.6329937838989217" sym="show."></v>
    <v id="0" im="0.0" ma="0.5108976203658555" ph="0.0"
re="0.5108976203658555"
    sym="our."></v>
    <v id="3" im="0.0" ma="0.4677720388154665" ph="0.0"
re="0.4677720388154665"
    sym="simple."></v>
    <v id="4" im="0.0" ma="0.34567587528239946" ph="-3.141592653589793"
    re="-0.34567587528239946" sym="to."></v></rt></component>
50 → <component count="4" eim="0.0" ema="1.0" ere="1.0" id="4">
    <lt count="2">
    <v id="1" im="0.0" ma="0.7071067811865475" ph="-3.141592653589793"
    re="-0.7071067811865475" sym="our.simple."></v>
    <v id="2" im="0.0" ma="0.7071067811865475" ph="-3.141592653589793"
    re="-0.7071067811865475" sym="simple.skill."></v></lt>
    <rt count="2">
    <v id="1" im="0.0" ma="0.7071067811865475" ph="-3.141592653589793"
    re="-0.7071067811865475" sym="TT_TERM."></v>
    <v id="2" im="0.0" ma="0.7071067811865475" ph="-3.141592653589793"
    re="-0.7071067811865475" sym="skill."></v></rt></component>
60 → <component count="4" eim="0.0" ema="1.0" ere="1.0" id="5">
    <lt count="2">
    <v id="1" im="0.0" ma="0.7071067811865475" ph="0.0"
re="0.7071067811865475"
    sym="our.simple."></v>
    <v id="2" im="0.0" ma="0.7071067811865475" ph="-3.141592653589793"
    re="-0.7071067811865475" sym="simple.skill."></v></lt>
    <rt count="2">
    <v id="1" im="0.0" ma="0.7071067811865475" ph="0.0"
re="0.7071067811865475"
    sym="TT_TERM."></v>
    <v id="2" im="0.0" ma="0.7071067811865475" ph="-3.141592653589793"
    re="-0.7071067811865475" sym="skill."></v></rt></component>
70 → <component count="2" eim="0.0" ema="0.0" ere="0.0" id="6">
    <lt count="1">
    <v id="6" im="0.0" ma="1.0" ph="0.0" re="1.0"
sym="TT_TERM.our."></v></lt>
    <rt count="1">
    <v id="4" im="0.0" ma="0.7071067811865476" ph="-3.141592653589793"
    re="-0.7071067811865476"
sym="to."></v></rt></component></profile>
```

FIG. 74

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```
<?xml version='1.0' encoding='ISO-8859-1'?>
<?xml-stylesheet type='text/xsl' href='profile.xsl'?>

<profile rundate="Fri Feb 14 11:57:02 PST 2003" size="0" threshold="0.0" tool-
version="com.nahava.utils build 393 Thu Feb 13 14:01:27 PST 2003">
  <tokens count="0" expanded-count="0"></tokens>
  <tuples count="0" expanded-count="0"></tuples>
  <components count="0"></components></profile>
```

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testSimple00-2nj.srp

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```
<?xml version='1.0' encoding='ISO-8859-1'?>
<?xml-stylesheet type='text/xsl' href='profile.xsl'?>

<profile rundate="Fri Feb 14 15:13:55 PST 2003" size="6" threshold="0.0" tool-
version="com.nahava.utils build 394 Thu Feb 13 14:33:57 PST 2003">
  <tokens count="6" expanded-count="6">
    <v id="0">our</v>
    <v id="1">essential</v>
    <v id="2">TT_TERM</v>
    <v id="3">skill</v>
    <v id="4">to</v>
    <v id="5">show</v></tokens>
  <tuples count="6" expanded-count="6">
    <v id="0">TT_TERM.TT_TERM.</v>
    <v id="1">TT_TERM.to.</v>
    <v id="2">show.our.</v>
    <v id="3">to.show.</v>
    <v id="4">essential.skill.</v>
    <v id="5">our.essential.</v></tuples>
  <components count="6">
    <component count="12" eim="0.0" ema="0.9999999999999999" era="0.9999999999999999" id="0">
      <lt count="6">
        <v id="3" im="0.0" ma="0.40824829046386324" ph="-3.141592653589793"
re="-0.40824829046386324" sym="to.show."></v>
        <v id="1" im="0.0" ma="0.4082482904638632" ph="-3.141592653589793"
re="-0.4082482904638632" sym="TT_TERM.to."></v>
        <v id="5" im="0.0" ma="0.4082482904638632" ph="0.0"
re="0.4082482904638632"
sym="our.essential."></v>
        <v id="2" im="0.0" ma="0.408248290463863" ph="0.0"
re="0.408248290463863"
sym="show.our."></v>
        <v id="0" im="0.0" ma="0.40824829046386296" ph="0.0"
re="0.40824829046386296"
sym="TT_TERM.TT_TERM."></v>
        <v id="4" im="0.0" ma="0.4082482904638627" ph="-3.141592653589793"
re="-0.4082482904638627" sym="essential.skill."></v></lt>
      <rt count="6">
        <v id="1" im="0.0" ma="0.40824829046386346" ph="-3.141592653589793"
re="-0.40824829046386346" sym="essential"></v>
        <v id="2" im="0.0" ma="0.40824829046386346" ph="0.0"
re="0.40824829046386346"
sym="TT_TERM"></v>
        <v id="5" im="0.0" ma="0.40824829046386313" ph="0.0"
re="0.40824829046386313"
sym="show"></v>
        <v id="0" im="0.0" ma="0.4082482904638627" ph="0.0"
re="0.4082482904638627"
sym="our"></v>
        <v id="3" im="0.0" ma="0.4082482904638627" ph="-3.141592653589793"
re="-0.4082482904638627" sym="skill"></v>
        <v id="4" im="0.0" ma="0.4082482904638627" ph="-3.141592653589793"
re="-0.4082482904638627" sym="to"></v></rt></component>
    <component count="12" eim="0.8660254037844383" ema="0.9999999999999999"
ere="-0.49999999999999994" id="1">
```

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```
<lt count="6">
  <v id="0" im="0.0" ma="0.40824829046386324" ph="0.0"
re="0.40824829046386324"
  sym="TT_TERM.TT_TERM."></v>
  <v id="2" im="0.35355339059327395" ma="0.40824829046386324"
ph="1.0471975511965974"
  re="-0.20412414523193165" sym="show.our."></v>
  <v id="5" im="-0.35355339059327395" ma="0.4082482904638632" ph="-
2.094395102393195"
  re="-0.2041241452319315" sym="our.essential."></v>
  <v id="4" im="-0.35355339059327373" ma="0.40824829046386313" ph="-
2.0943951023931957"
  re="-0.20412414523193173" sym="essential.skill."></v>
  <v id="3" im="0.35355339059327356" ma="0.40824829046386285"
ph="1.0471975511965974"
  re="-0.20412414523193156" sym="to.show."></v>
  <v id="1" im="8.326672684688674E-17" ma="0.40824829046386246"
ph="2.0396099332657803E-16"
  re="0.40824829046386246" sym="TT_TERM.to."></v></lt>
<rt count="6">
  <v id="2" im="0.0" ma="0.4082482904638635" ph="-3.141592653589793"
re="-0.4082482904638635" sym="TT_TERM"></v>
  <v id="4" im="-0.35355339059327395" ma="0.4082482904638632" ph="-
1.047197551196598"
  re="0.20412414523193145" sym="to"></v>
  <v id="5" im="-0.3535533905932738" ma="0.408248290463863" ph="-
1.0471975511965979"
  re="0.20412414523193145" sym="show"></v>
  <v id="0" im="0.3535533905932738" ma="0.40824829046386296"
ph="1.047197551196598"
  re="0.20412414523193134" sym="our"></v>
  <v id="1" im="0.3535533905932735" ma="0.40824829046386274"
ph="1.0471975511965974"
  re="0.20412414523193148" sym="essential"></v>
  <v id="3" im="-5.551115123125783E-17" ma="0.40824829046386274" ph="-
3.141592653589793"
  re="-0.40824829046386274" sym="skill"></v></rt></component>
<component count="12" eim="-0.8660254037844383" ema="0.999999999999993"
ere="-0.4999999999999944" id="2">
  <lt count="6">
    <v id="0" im="0.0" ma="0.40824829046386324" ph="0.0"
re="0.40824829046386324"
    sym="TT_TERM.TT_TERM."></v>
    <v id="2" im="0.35355339059327395" ma="0.40824829046386324"
ph="1.0471975511965974"
    re="-0.20412414523193165" sym="show.our."></v>
    <v id="5" im="-0.35355339059327395" ma="0.4082482904638632" ph="-
2.094395102393195"
    re="-0.2041241452319315" sym="our.essential."></v>
    <v id="4" im="-0.35355339059327373" ma="0.40824829046386313" ph="-
2.0943951023931957"
    re="-0.20412414523193173" sym="essential.skill."></v>
    <v id="3" im="0.35355339059327356" ma="0.40824829046386285"
ph="1.0471975511965974"
    re="-0.20412414523193156" sym="to.show."></v>
    <v id="1" im="8.326672684688674E-17" ma="0.40824829046386246"
ph="2.0396099332657803E-16"
```

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```
re="0.40824829046386246" sym="TT_TERM.to."></v></lt>
<rt count="6">
  <v id="2" im="0.0" ma="0.4082482904638635" ph="-3.141592653589793"
  re="-0.4082482904638635" sym="TT_TERM"></v>
  <v id="4" im="-0.35355339059327395" ma="0.4082482904638632" ph="-
1.047197551196598"
  re="0.20412414523193145" sym="to"></v>
  <v id="5" im="-0.3535533905932738" ma="0.408248290463863" ph="-
1.0471975511965979"
  re="0.20412414523193145" sym="show"></v>
  <v id="0" im="0.3535533905932738" ma="0.40824829046386296"
ph="1.047197551196598"
  re="0.20412414523193134" sym="our"></v>
  <v id="1" im="0.3535533905932735" ma="0.40824829046386274"
ph="1.0471975511965974"
  re="0.20412414523193148" sym="essential"></v>
  <v id="3" im="-5.551115123125783E-17" ma="0.40824829046386274" ph="-
3.141592653589793"
  re="-0.40824829046386274" sym="skill"></v></rt></component>
<component count="12" eim="0.8660254037844385" ema="0.999999999999997"

ere="0.4999999999999998" id="3">
<lt count="6">
  <v id="4" im="0.0" ma="0.4082482904638634" ph="0.0"
re="0.4082482904638634"
  sym="essential.skill."></v>
  <v id="2" im="-0.35355339059327395" ma="0.4082482904638632" ph="-
1.047197551196598"
  re="0.20412414523193145" sym="show.our."></v>
  <v id="0" im="0.3535533905932734" ma="0.408248290463863"
ph="1.0471975511965959"
  re="0.20412414523193215" sym="TT_TERM.TT_TERM."></v>
  <v id="5" im="-1.942890293094024E-16" ma="0.408248290463863" ph="-
3.1415926535897927"
  re="-0.408248290463863" sym="our.essential."></v>
  <v id="1" im="-0.3535533905932734" ma="0.40824829046386274" ph="-
2.094395102393196"
  re="-0.20412414523193168" sym="TT_TERM.to."></v>
  <v id="3" im="0.3535533905932735" ma="0.4082482904638627"
ph="1.0471975511965983"
  re="-0.20412414523193126" sym="to.show."></v></lt>
<rt count="6">
  <v id="2" im="0.0" ma="0.40824829046386313" ph="0.0"
re="0.40824829046386313"
  sym="TT_TERM"></v>
  <v id="3" im="-2.220446049250313E-16" ma="0.40824829046386313" ph="-
3.1415926535897927"
  re="-0.40824829046386313" sym="skill"></v>
  <v id="5" im="-0.35355339059327384" ma="0.408248290463863" ph="-
2.094395102393195"
  re="-0.2041241452319314" sym="show"></v>
  <v id="4" im="0.3535533905932739" ma="0.40824829046386296"
ph="1.0471975511965985"
  re="0.20412414523193123" sym="to"></v>
  <v id="1" im="-0.3535533905932737" ma="0.40824829046386285" ph="-
1.047197551196598"
  re="0.20412414523193134" sym="essential"></v>
```

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```
<v id="0" im="0.3535533905932735" ma="0.4082482904638628"
ph="1.0471975511965974"
  re="-0.2041241452319315" sym="our"></v></rt></component>
<component count="12" eim="-0.8660254037844385" ema="0.9999999999999997"
ere="0.4999999999999998" id="4">
  <lt count="6">
    <v id="4" im="0.0" ma="0.4082482904638634" ph="0.0"
re="0.4082482904638634"
    sym="essential.skill."></v>
    <v id="2" im="-0.35355339059327395" ma="0.4082482904638632" ph="-
1.047197551196598"
    re="0.20412414523193145" sym="show.our."></v>
    <v id="0" im="0.3535533905932734" ma="0.408248290463863"
ph="1.0471975511965959"
    re="0.20412414523193215" sym="TT_TERM.TT_TERM."></v>
    <v id="5" im="-1.942890293094024E-16" ma="0.408248290463863" ph="-
3.1415926535897927"
    re="-0.408248290463863" sym="our.essential."></v>
    <v id="1" im="-0.3535533905932734" ma="0.40824829046386274" ph="-
2.094395102393196"

    re="-0.20412414523193168" sym="TT_TERM.to."></v>
    <v id="3" im="0.3535533905932735" ma="0.4082482904638627"
ph="1.0471975511965983"
    re="-0.20412414523193126" sym="to.show."></v></lt>
  <rt count="6">
    <v id="2" im="0.0" ma="0.40824829046386313" ph="0.0"
re="0.40824829046386313"
    sym="TT_TERM"></v>
    <v id="3" im="-2.220446049250313E-16" ma="0.40824829046386313" ph="-
3.1415926535897927"
    re="-0.40824829046386313" sym="skill"></v>
    <v id="5" im="-0.35355339059327384" ma="0.408248290463863" ph="-
2.094395102393195"
    re="-0.2041241452319314" sym="show"></v>
    <v id="4" im="0.3535533905932739" ma="0.40824829046386296"
ph="1.0471975511965985"
    re="0.20412414523193123" sym="to"></v>
    <v id="1" im="-0.3535533905932737" ma="0.40824829046386285" ph="-
1.047197551196598"
    re="0.20412414523193134" sym="essential"></v>
    <v id="0" im="0.3535533905932735" ma="0.4082482904638628"
ph="1.0471975511965974"
    re="-0.2041241452319315" sym="our"></v></rt></component>
  <component count="12" eim="0.0" ema="0.9999999999999998"
ere="0.9999999999999998"
  id="5">
    <lt count="6">
      <v id="2" im="0.0" ma="0.4082482904638637" ph="-3.141592653589793"
re="-0.4082482904638637" sym="show.our."></v>
      <v id="4" im="0.0" ma="0.40824829046386324" ph="-3.141592653589793"
re="-0.40824829046386324" sym="essential.skill."></v>
      <v id="3" im="0.0" ma="0.4082482904638629" ph="-3.141592653589793"
re="-0.4082482904638629" sym="to.show."></v>
      <v id="1" im="0.0" ma="0.40824829046386285" ph="-3.141592653589793"
re="-0.40824829046386285" sym="TT_TERM.to."></v>
      <v id="5" im="0.0" ma="0.4082482904638627" ph="-3.141592653589793"
```

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re="-0.4082482904638627" sym="our.essential."></v>
<v id="0" im="0.0" ma="0.40824829046386263" ph="-3.141592653589793"
re="-0.40824829046386263" sym="TT_TERM.TT_TERM."></v></lt>
<rt count="6">
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re="-0.40824829046386335" sym="TT_TERM"></v>
<v id="3" im="0.0" ma="0.40824829046386335" ph="-3.141592653589793"
re="-0.40824829046386335" sym="skill"></v>
<v id="5" im="0.0" ma="0.4082482904638632" ph="-3.141592653589793"
re="-0.4082482904638632" sym="show"></v>
<v id="1" im="0.0" ma="0.4082482904638629" ph="-3.141592653589793"
re="-0.4082482904638629" sym="essential"></v>
<v id="4" im="0.0" ma="0.40824829046386263" ph="-3.141592653589793"
re="-0.40824829046386263" sym="to"></v>
<v id="0" im="0.0" ma="0.4082482904638626" ph="-3.141592653589793"
re="-0.4082482904638626"
sym="our"></v></rt></component></components></profile>

```